

SEPTEMBER 14, 1954

LEATHER AND SHOES

The Magazine for Executives

Canada Hits Red Union

Army Changes Shoes

Fashion For Moppets

Shoe Ad Spending

Russo-Japanese Pact?

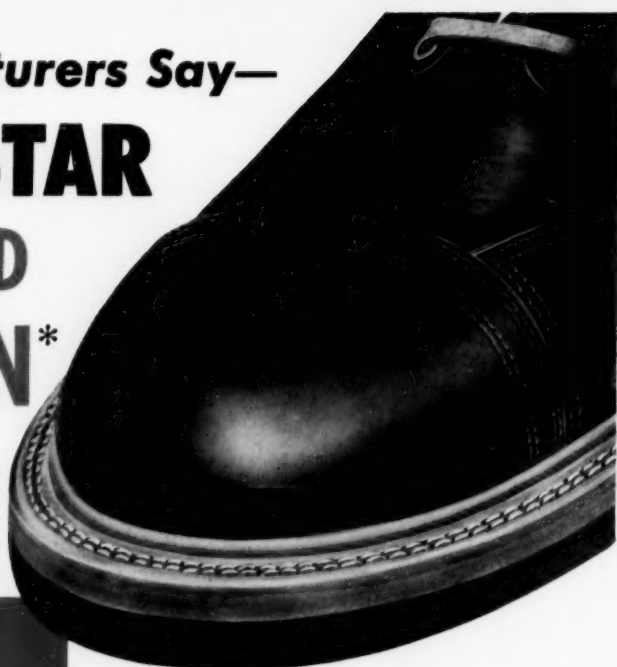
LEATHER ART blossoms from leather swatches, a unique craft developed by Boston leather man Norman D. Baker who, incidentally, never took an "art lesson" in his life.



Safety Shoe Manufacturers Say—

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KNOTLESS THREAD
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**For Outsole And
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**Put Up On
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**BECAUSE— it is highly resistant
to moisture and mildew**

**BECAUSE— it is highly resistant
to perspiration**

**BECAUSE— it stands up to flexing
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BECAUSE— it sews easily, smoothly

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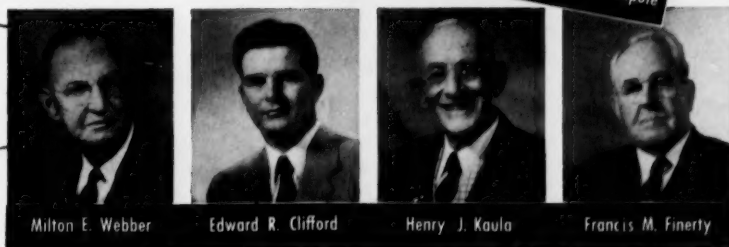
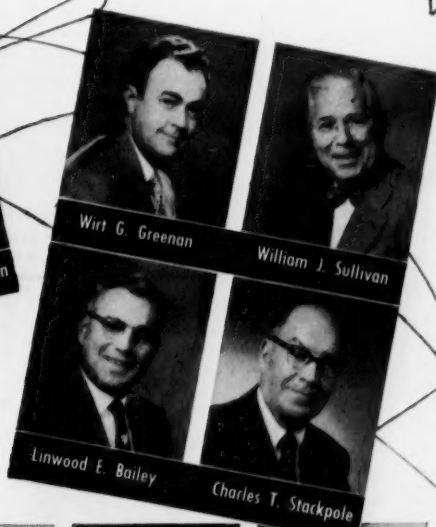
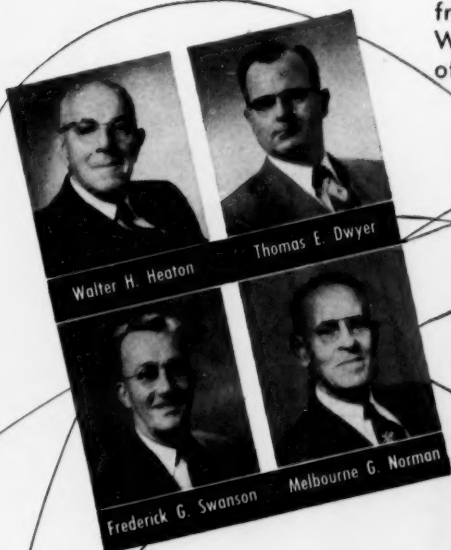
SEAM ENGINEERING

Perplexed by a stitching problem? Wondering what thread combination to use? Or what basic thread fiber—cotton or synthetic—would be best? Or what should be the minimum number of stitches for your purposes? Or how to get around a tough sewability problem? Ask your American Thread Company representative about SEAM ENGINEERING. It's a laboratory service offered to thread users without charge—and it's already helped solve these and countless other seam problems for many manufacturers.

ASK YOUR Beckwith Box Toe Salesman...

These sales and service men of Beckwith and its affiliates Arden-Rayshine and Safety Box Toe have both the products and know-how to meet your specific shoemaking problems. Box Toes and other shoe specialties for everything from baby's booties to top sergeant's kicks. Materials ranging from softest felt to toughest austempered steel. We can't tell you the whole Beckwith story here, of course . . .

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Beckwith

MANUFACTURING COMPANY
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LISTEN TO THIS!

Wrong number. A skating rink attendant in California blinked unbelievably when a customer asked for a size 42 shoe skate. But come to find out, the man, recently from Holland, wore a normal size 7½—the equivalent of size 41 or 42 in his native country.

Rubber rebound. Last year officials of 18 Chinese rubber footwear factories were arrested for delivering several hundred thousand pairs of rotten rubber shoes to Red Chinese soldiers in Korea. The officials were allowed to rot a while in jail until trial, which just recently was completed. All got long prison sentences, the state claiming that the shoes fell apart due to use of faulty and adulterated materials, and that the factories were diverting good rubber and canvas for their own use. The officials pleaded in vain that they couldn't make the right kind of shoes because the state failed to deliver the essential materials. So they tried to fill their quota, anyhow. There was little choice. Either way—rotten shoes or unfilled quotas — meant prison.

Mail overboard. A 31-year-old letter carrier of Hempstead, N. Y., has been arrested for tossing a shoe box

full of mail into the ocean. He was caught when the shoe box was later washed ashore. Facing the local court, the mailman claimed he just couldn't complete the mail deliveries because his feet hurt too much and he couldn't climb stairs.

Edible rubber. Hideo Minegishi, a 21-year-old laborer of Tokyo, was arrested on charges of stealing—and eating—a variety of rubber goods. Hideo confessed, said it was all because of his love for the taste of rubber. It started four years ago when he stole rubber-sole footwear and ate the stuff. He graduated to rubber tires and tubes and gaskets. The police have his confession, but none of the evidence, for Hideo has eaten it all.

The boss pays. A study just completed by a leading insurance firm shows that the average business executive gets less regular medical examination than his employees—and dies six years sooner.

\$100 a shine. Floyd Jackson, a 43-year-old Los Angeles man, got himself on the Truth Or Consequences TV program. Jackson happened to mention that when he lived in Hous-

ton, Texas, he used to shine shoes as a kid. That was the cue for his "consequences" which consisted of going to Houston and shining the shoes of 10 local millionaires—at \$100 per shine. He started with Jesse Jones, former Secretary of Commerce, who called in nine other local millionaires and asked them to come to his office for a shine.

Tower of Babel. This supposedly true story is making the rounds behind the Iron Curtain. In Hungary a commissar halted the director of a shoe factory. "How many pairs are you turning out, Comrade?" Came the reply, "Under our glorious leader Malenkov in Moscow, our factory is now able to turn out shoes so fast that if they were piled high they would reach the feet of God." The commissar glared, "But there isn't any God, Comrade." The shoe factory director nodded, shrugged his shoulder, "There aren't any shoes, either."

Foot rest. City Manager Robert E. Layton of Portsmouth, Ohio, wants the feet of his cops to stay on the ground. He has ordered cops in police cruisers to stop using the dashboards of the cars as foot rests,

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you can be sure of...

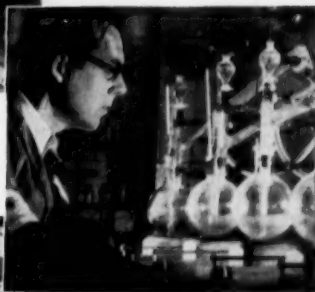
Service with a capital



Skilled technicians are on call — men who who are specialists in leather oils and greases, with years of experience working with tanners.

Scientists, technical service laboratories
A staff of chemists and the facilities of our laboratories are available to help solve your special problems.

Specially designed tanning products
To meet your every tanning need there's a complete line of Gargoyle leather oils and greases ... Solenes and Sole Waterproofing compounds ... Sulfolines and Curriers Greases ... other leather oils and specialties. All are specially designed to help make *good* leather.



Gargoyle Leather Oils & Greases

SOCONY-VACUUM OIL COMPANY, INC., TANNERS DIVISION, 26 BROADWAY, NEW YORK 4, N. Y.

Hide Prices Alone Don't Make Shoe And Leather Prices

With Hide Prices At Prewar Levels (Up Only 12½%), How Come Side Leather Prices Up 82%, Shoe Prices Up 100%?

With all the current talk making the rounds about the "uncertainty" of market trends, it's time the industry took a hard, realistic look at some of the involved facts. The markets we speak of here are prices on rawstock, leathers and factory shoe values. A solid inside look at some of the developments here might give us a fresh perspective in talking about prices—current and prospective.

First, the talk about the 1954 record cattle-kill (39,700,000) has strong intimations that hide and leather prices will soften and even buckle under the pressure of excessive supply. But how true is that?

Take current prices on the standard rawstock barometer, light native cows. They stand at about 13½ cents. The annual average for 1939 was 12 cents (though in the latter months of the year prices ran from 14 to 15½ cents). Thus today, 15 years later, with the national economic structure and overall prices vastly expanded, we find hide prices up a mere 12.5 percent, virtually at prewar levels.

Now, the expectation that a hide market (and also the leather market) will soften considerably because of the heavy cattle kill and "surplus" rawstock supplies, may well run into some major disappointments.

For example, shoe manufacturers are questioning tanners on leather prices—pointing as "evidence" to low hide prices. With hide prices, 1939 to present, up only 12½ percent, how come side leather prices are up about 82 percent in the same period?

Well, today it takes a new kind of look to evaluate the market. Back in 1939, for instance, rawstock represented about 50-55 percent of the cost of leather. The percentage is appreciably less today. On the other hand, labor, distribution, overhead

and other costs have shown enormous increases, proportionately. Take labor, for example. In 1939 average weekly earnings of leather production workers amounted to \$24.43, while today they stand at around \$69—an increase of 180 percent.

Thus if cattlehide prices have risen only 12.5 percent since 1939, as against a rise of 82 percent in side leather prices, the costs of making leather are far higher today and represent the chief sources for the price increases. It suggests, in short, that hide prices alone no longer constitute a reliable evaluation of leather prices.

Let's look at it another way. Back in 1939 the costs of hides and skins represented 13.7 percent of the consumer's dollar spent on a pair of leather shoes. A pair of shoes retailing for \$5 would be represented by 68.5 cents worth of hides and skins. But today, the same shoe consuming the same amount of rawstock, would retail for about \$10 (based upon an increase of around 100 percent in average factory value from \$1.68 in 1939 to about \$3.40 today). Thus the portion of hide and skin value going into a pair of today's shoes would be less than the 13.7 percent accounted for in 1939.

Let's look at it from another angle—shoe prices. There's a parallel situation here, too. There's been about a 100 percent increase in factory shoe prices, 1939 to present. But leather prices have averaged an appreciably smaller increase: side leather up about 82 percent, glazed kid up 30 percent; calf leather up 107 percent.

A shoe retailer, probing leather price increases, might ask how come a 100 percent rise in shoe prices when materials (comprising about 50 percent of the shoe's total cost) have risen appreciably less than over-all shoe prices. The obvious and true answer lies in the disproportionate rise in other costs—labor, overhead,

selling and administrative expenses, taxes, etc. Take labor alone: a 175 percent increase from 1939 to the present, which is nearly double the over-all rise in factory shoe prices.

What this all adds up to, of course, is the fact that we can no longer take a look at a single rawstock price and fix a value, based on that, on the finished product. There has been an important shift in the distribution of costs that add up to the final pricing of a product today as compared with years past.

If the proportionate share of all costs—rawstock, labor, selling, taxes, administrative, overhead, etc.—had increased at an equal rate, then we could retain the old basis for evaluating the final price of a product. For instance, a tanner is paying only 12½ percent more for his cattlehides than in 1939—but is paying 180 percent more for his labor. The buyer, in setting his sights on only the hide price, could easily come to an unfair and inaccurate conclusion in evaluating a price on the finished product. If this applies to hides, it also applies to leather and to shoes.

This background is important in attempting to view the current hide market and leather prices. Editorially, we are in no position to prophesy whether hide or leather prices will or won't soften as a result of the heavy cattle kill and abundance of rawstock supply. We know only this: any softenings in hide prices can't be expected to change leather prices to any appreciable degree. Too many other factors are involved to maintain a fairly solid floor under prices. It does appear that such prices are near bottom limits so long as the over-all economy maintains its present status.

One more point of interest here. Those who are talking rawstock surpluses may be seeing them only in the light of a production of 480 million pairs of shoes (July 1953 to July 1954). If over the next 12 months we hit a production level of around 525 million pairs, as some anticipate, we add 40 million pairs—enough to take a big bite out of any surplus and firm up a market.

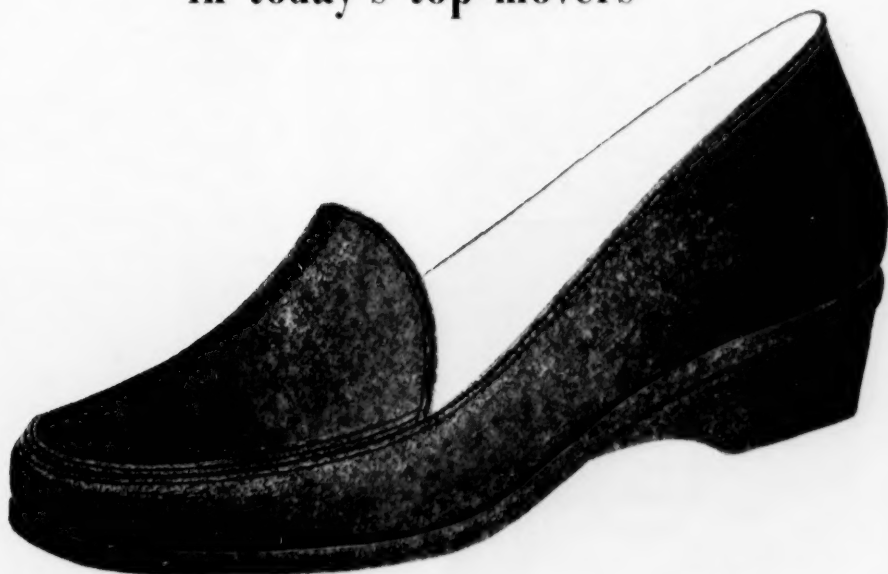
But back to our original point: the price of a piece of leather is today much more than the hide that goes into it—just as a shoe's price now consists of much more than the leather it consumes.

Reprints of the editorial at nominal cost: Up to 100, 10c each; 200-500, 5c each; 1000-3000, 2½c each; 5 or over, 1½c each.

"Flex-ilience"



...the extra comfort feature
in today's top-movers



More and more busy women now look for smart styling *plus* relaxing comfort in their shoes. And that's one reason why Armstrong's Cushion Cork® is found in so many of today's most popular styles. It offers "Flex-ilience"—the much-wanted comfort combination of *flexibility* and *resilience*. Made of sponged-rubber and cork particles, Cushion Cork is springy, light—and extra flexible. And it gives a shoe the "live" resilience that's so important in reducing walking fatigue. Try Cushion Cork as an insert, a filler, or as a heel-to-toe cushion. No matter what construction you use, Cushion Cork adds today's *big* sales plus: "Flex-ilience." For samples, call your Armstrong representative or write direct to the Armstrong Cork Company, Industrial Division, 6309 Drury Avenue, Lancaster, Pennsylvania.



HERE'S ONE WAY CUSHION
CORK IS USED TO ADD
"FLEX-ILIENCE"

This slip-lasted shoe has a heel-to-toe platform of Cushion Cork to provide maximum flexibility and resilience.

ARMSTRONG'S CUSHION CORK

September 11, 1954

LEATHER and SHOES

7

Stylescope

The Bare Shoe for Spring-Summer, '55

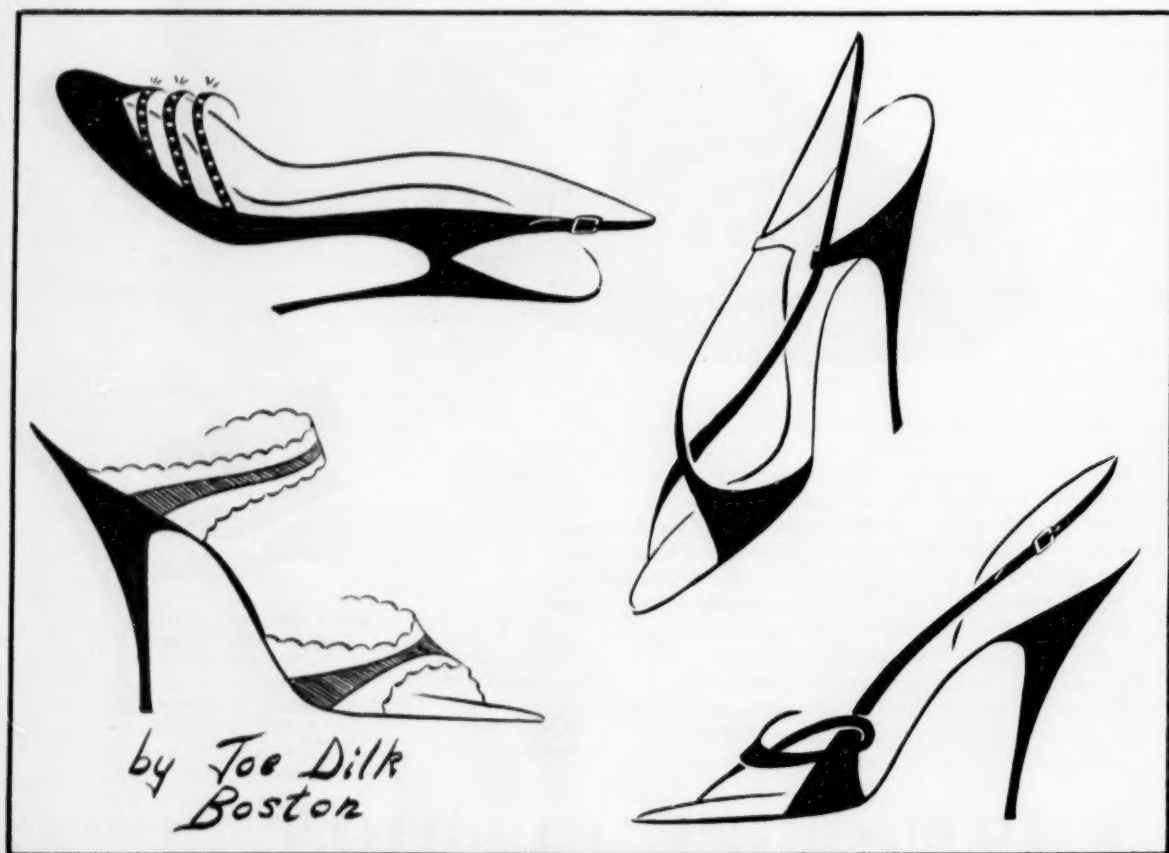
Starting at upper left and reading clockwise:

FIRST: Pretty halter-type with closed toe. Rhinestones stud the narrow vamp strips which make for good fit in this low shell design.

SECOND: Loose crossed strips slide through loops formed by heel cover. Goring on inside of strips adjusts for good fit.

THIRD: Here are sweeping lines strategically placed to keep this bare shoe on the foot. Two wide pieces on inside of vamp taper into slim loop through which slides outside vamp piece.

FOURTH: Scalloped-edge vinylite saddle with leather overlays to prevent stretch. Repeated over instep for glamorous bare-back model.



Aristocrat of its kind...

UNEEKA

**The full-grain leather with
above-its-class distinction**

UNEEKA is among the most distinguished of all leathers, regardless of price class.

As produced by Lawrence, UNEEKA is mellower than most side leathers . . . livelier . . . full-grain . . . and uniform in color. It is made from specially selected skins, chrome-tanned and hand finished. This yields a leather superior in scuff-resistance, serviceability and smoothness — qualities seldom combined in a single leather. Naturally the quantity is limited but what there is brings true satisfaction to all who touch it.

UNEEKA in white for baby's shoes, in Youth Brown for children's shoes and in fashion-right shades of brown and tan for men's dress shoes. Send for swatches.

A.C. Lawrence Leather Co.

A DIVISION OF SWIFT & COMPANY (INC.)
PEABODY, MASS.

...it's naturally better



UNEEKA
is soft and pliable.



UNEEKA
is scuff-resistant.



UNEEKA
is handsome.



news X-Ray

Will Japanese-Russian trade pact hurt U. S. hide situation?

... More on shoe production and sales ... Justice Department's concern over mergers grows less acute.



What's all this talk about a possible Russo-Japanese trade pact? National Hide Association appears much upset over prospect—as well it might be. Rumors have it that Japanese and Russians on verge of signing trade agreement involving some \$80 million with much of trade scheduled for barter basis.

Japan hard hit economically in past year or two but U. S. supposedly has aid in the works. Until now, Nipponese Government had shown no inclination to deal with Reds. But economic pressures are generally first to be felt, especially when the people begin to grow restless. And U. S. prestige in Japan has been on wane, with atomic radiation accidents on recent explosions speeding the trend.

Until recently, Japan was heavy importer of U. S. hides, particularly in last three-four years. Suddenly, its dollar supply hit bottom and so did its credit for buying U. S. hides. This is significant in considering possibilities of new barter agreement with Soviet.

Japanese might get coveted U. S. hides by resale from Soviet Satellites. U. S. has been authorizing shipment of cattlehides behind the Iron Curtain for some time. Also, as NHA points out, Russia might resell to Japan hides it has purchased from Argentina. On the other hand, if Russia pays for Japanese merchandise in good currency, Japan can again re-enter market for U. S. rawstock.

And here's another point. Argentina has been shipping substantial number of hides behind Iron Curtain. In first half this year it shipped out only 3,681,000 pieces as compared to 4,064,000 hides in first half 1953. Yet most of this year's shipments went to Iron Curtain countries. For example, in June Poland alone received 79,000 pieces. Of course, Russia and Satellites need these hides badly themselves but Soviet would do anything to wean Japan away from U. S.



More about shoe production and sales. Tanners' Council, which has been stressing two key facts to present situation, now cites Commerce Department's 1953 Annual Retail Trade for backing. Council's points are: 1. Shoe retailers' stocks are dangerously low and, 2. Consumer demand is healthy. Conclusion: with retail sales holding close to last year's peak, tanners have fine opportunity to merchandise new leather patterns and styles.

These are Government facts: Last year, retail sales of shoe stores totaled \$1,735,000,000 while inventories at cost rose from \$408,800,000 at start of year to \$33,000,000 at finish. Since average factory value of shoes rose from \$3.62 per pair in 1952 to \$3.67 in 1953, shoe store pairage sales were 289,200,000 pairs and inventories increased from 112,900,000 pairs at start of year to 118,000,000 pairs at end.

Overall, Council estimates shoe inventories for country as a whole in 1953 increased by 8.6 million pairs. If current rate of shoe production in 1954 holds, we will have turned out some 480 million pairs of which 477 million would be civilian. Based on 1953 figures, shoe industry in 1954 will have produced some 18 million less pairs of civilian shoes than it did in 1953. Result: the 8.6 million civilian excess of a year ago would be more than offset.



Justice Department's recent concern over shoe mergers appears somewhat allayed this week. Assistant Attorney General Stanley N. Barnes told reporters his agency was "seriously concerned" over current rash of mergers all over industry but added that Department doesn't object to "sheer bigness if competition isn't affected."

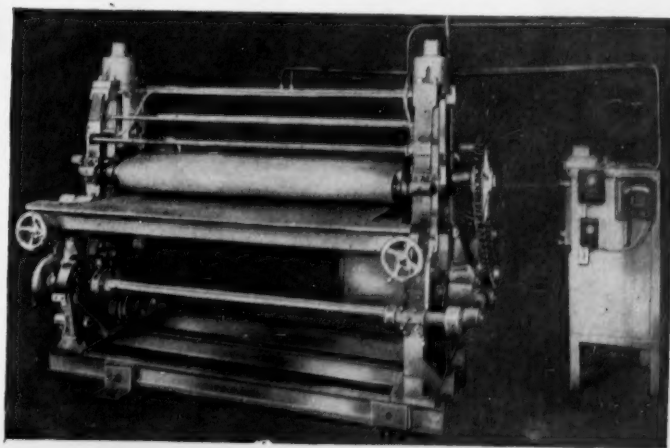
This is subtle turnabout from Government's former stand. Matter of fact, it falls in with claims of larger firms which have been propounding that exact theme. If Justice Department adopts this theme, look for hue and cry over mergers in practically all industries to die away.



Put your money on a **SURE THING**

It costs no more to get the proven winner in wringers—the Stehling Hydraulic Continuous Feed Wringer—the wringer that eliminates the mechanical clutch and all of the extra labor and dissatisfaction that goes along with that kind of obsolete equipment. Get the Stehling Hydraulic Continuous Feed Wringer for absolute uniformity of moisture content at all times, for simplest sleeve changing, and for positive continuous operation, improved product and lower cost production. Let us show you real efficiency in wringer operation—write today!

The STEHLING HYDRAULIC CONTINUOUS FEED WRINGER is increasing profits every day for tanners. It can do the same for you. Ask us to prove it!



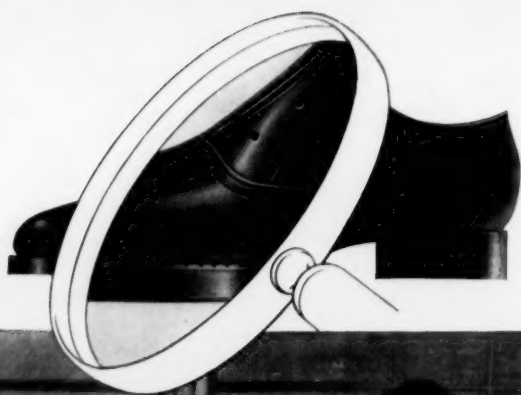
CHAS. H. STEHLING CO.

1303 NORTH FOURTH ST., MILWAUKEE 12, WIS.

ALSO MANUFACTURERS OF
TURBINE SEWER CLEANING EQUIPMENT

George Framer Co., Eastern Sales Division, Peabody, Mass.
Export Inc. Wolff International Inc., Milwaukee 6, Wis.

You Get Edges that Magnify Shoe Quality



with the **USMC Twin Edge Setting Machine**

MODEL F

Bright, lustrous, *uniform* edges can add eye-value to your line of shoes.

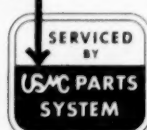
At the edge setting operation, this machine can help you —

- increase production
- improve shoe quality

The iron makes 5,600 burnishing strokes a minute — 2,200 more than previous models. The shorter stroke greatly reduces vibration... sets better edges more rapidly, with minimum operator effort and fatigue. For quiet op-

eration, the machine is equipped with a balancing system. Either side can be shut off when not in use, thus reducing wear, maintenance, power consumption. For information on how this machine fits your picture, call the nearest United Branch Office.

United Shoe Machinery Corporation
BOSTON, MASSACHUSETTS





LEATHER AND SHOES



The Magazine for Executives

THE FIRE SPREADS NORTH

Canada Joins Drive Against International Leather Workers Union

New Anti-Red Bill Puts Teeth In Government's Attempt To Revoke Union Contracts In Montreal

The United States Justice Department's announced intention of prosecuting Communist-dominated unions under the new Communist Control Act has apparently helped to ignite a similar fire north of the border. This week, the Government of Quebec in Canada revealed that it has launched a drive to oust International Fur and Leather Workers Union from the Province.

Labor officials in Canada are now saying that Premier Duplessis' new anti-Communist law and United Textile Workers of America, AFL, may soon be combined into an effective force against the Red-led leather union.

IFLWU, which resigned from the CIO while facing expulsion charges in 1950, has flourished in relative peace in Canada since then. Its career in the U. S. has been somewhat stormy of late. The union recently was denied National Labor Board privileges after its president, Ben Gold, was found guilty in Federal Court of falsely swearing that he was not a member of the Communist Party. These privileges were later restored by a court order.

In Canada, IFLWU claims to represent some 6,000 leather workers. Stronghold is in Montreal where it has contracts covering some 3,000 workers.

The Canadian Government's new Bill 19 is now being groomed to supplement the Quebec Labor Relations Act as a weapon in declaring invalid the union's Montreal contracts as

they come up for renewal later this year. After that, the Provincial Government would deny IFLWU certification in the area.

Supporting the administration in its anti-Red union drive is the Textile Workers union which has projected a full-scale organization drive among all Commie-led unions. Textile union officials feel that if IFLWU's power is broken in the Montreal stronghold, it will be a simple matter to oust its other locals in Ontario, Manitoba and British Columbia.

Canada's new Bill 19 provides that "an association which tolerates, among its organizers or officers, one or more persons adhering to a communist party or movement, cannot . . . be regarded as a bona fide association. . . ."

Thus the Quebec Labor Relations Board may either refuse an application for certification by a suspected union or, even more important, revoke its certification if already granted.

New Pattern Firm

Formation of a new pattern firm in St. Louis under the name of Midwest Shoe Pattern Co. has been announced by Harold J. Simons, stylist and pattern department head of Paramount Shoe Co., St. Louis, and Justin T. Pudlowski of Superior Pattern Co., also of St. Louis.

Officers of the new firm, which has

not leased offices as yet, will be Mr. Simons as president and Mr. Pudlowski as secretary-treasurer. Operations are expected to begin in Mid-Sept. The firm will specialize in patterns for women's shoes but will also produce patterns for men's and children's footwear.

Simons has had 20 years of pattern experience in the St. Louis area, serving formerly with Wolff-Tober Shoe Co., Brown Shoe Co., and Monogram Footwear, among others. Pudlowski is also well-known throughout the area, having been associated with International Shoe Co., Brown Shoe, and others. He has been with Superior Pattern for the past four years.

General Reports Gain

General Shoe Corp. reports an increase in the company's sales and profits for the first nine months of the year.

Net profit for the nine months ending July 31 was \$2,590,869 as compared with net profit of \$2,387,232 for the corresponding period of 1953. Net sales showed a tremendous increase of over \$25 million, jumping from \$80,723,019 to \$106,010,087.

Parker House Show Set

The semi-annual Parker House Shoe Show will be held Nov. 14-17 at the Parker House in Boston. The show will open officially at 1:00 p.m. on Sunday, Nov. 14.

Sponsors are the Parker House and the Boston Shoe Travelers Association. As usual, nationally branded lines will be displayed.

In addition to the "Capsule Exhibit" held in the Old Boston Room, where five best shoes of each manufacturer will be displayed, a retailers' luncheon on Wednesday will be a feature of the show.

IT'S ARMY GREEN NOW

And Shoes Must Be Black Low Quarters

The Army took on a new look this week.

While formulating plans for dropping the familiar olive drab uniforms, it announced that one new Army Green uniform will be distributed to all enlisted personnel starting this month. The new uni-

form is authorized for wear except in formations.

Along with the new shade in uniforms, it announced that black low quarter shoes, similar to those worn by Navy and Air Force personnel, are now authorized for wear with the Army Green uniforms.

A second uniform of olive drab currently in use will also be issued to enlisted personnel. Some time late in 1958, the Army intends to issue a second Army Green uniform. By the latter part of 1960, it anticipates that wearing of olive drab will be prohibited.

As far as other accessories are concerned, black socks will replace the present tan, black neckties the present dark green and chevrons from olive drab and black to green and gold. Changes will also be made in garrison and service caps.

HITTING THE NORM

Industry's Ad Outlay Follows General Lead

Expenditures for advertising by members of the leather and products industry over the past decade have held pretty closely to the national average set by all industry.

This is indicated in a recent study by *Advertising Age* in which it compiled a seven-year record (from 1945-1951) of percentage of gross sales spent on advertising by industry as a whole and each individual industry. Figures were based on tax returns of every corporation in the country and averaged out.

In 1951, the latest year studied, there was a drop in the percentage of sales and receipts spent by all corporations for advertising, as compared with the previous year. For example, percentage of all industrial groups was 0.916 percent as against 0.931 percent in 1950 and 0.999 percent in 1949.

The leather and products industry showed 0.885 percent in 1951 against 0.870 percent in 1950 and 0.964 percent in 1949—generally regarded as the peak.

Reason for the 1949 high was the fact that advertisers had just begun to prepare for competition after four postwar years of coasting along with high buyer demand. The advent of the Korean War in June 1950 prevented the return to a normal market. Thus, many industries, especially those making war materials and affected by shortages, tapered off advertising outlay in 1951.

On the other hand, beverage, tobacco and apparel manufacturers, not radically affected by the war, showed a continued increase in ad spending with 1951 their highest year since 1945.

The leather and products industry percentage of sales spent in 1945 was 0.584 percent. This climbed to 0.662 percent in 1946, to 0.700 percent in 1947, and to 0.820 percent in 1948. All manufacturing firms (as an average) showed the same pattern during these years.

THE RIVER PLATE CORPORATION

EXTRACTS & RAW TANNING MATERIALS

QUEBRACHO

solid:
CF del C CROWN REALTAN

liquid:
SM & SMS

powdered:
PUREX & SMS

WATTLE

solid:
KENMOSA ELEPHANT

liquid:
WATEX

powdered:
WATTLE

CHESTNUT

spray powdered & solid

MANGROVE & WATTLE BARK MYRABOLAMS

VALONEA TARA SUMAC DIVI DIVI

POWDERED MANGROVE,

MYRABOLAM &

VALONEA EXTRACTS

Importers and Processors

THE RIVER PLATE CORPORATION

CHRYSLER BLDG., NEW YORK 17, N. Y. Plants: NEWARK, N. J.

Subsidiary: THE TANNIN CORPORATION of MASS. Office & Plant: Peabody, Mass.



WATTLE

IS THE RIGHT EXTRACT FOR UPHOLSTERY LEATHER

SOME of the finest upholstery and bag leathers made in the world today are tanned in liquors containing up to 70% or more of Wattle Bark Extract.

By careful blending of this unique extract with other tannins, especially pyrogallol materials such as Myrabolams, a balanced blend is produced that is speedy and yet gives all the characteristics to the finished product usually associated with leather formerly produced by the old bark tannages.

If you are interested in the production of upholstery, bag, case or dressing leather of any kind, try Wattle in your liquors and see the improvement in the resulting leather.

WATTLE MAKES GOOD LEATHER

SOUTH AFRICAN WATTLE EXTRACT MFRS. ASSO.

Pietermaritzburg, Natal, Union of South Africa

KENYA WATTLE MANUFACTURERS ASSOCIATION

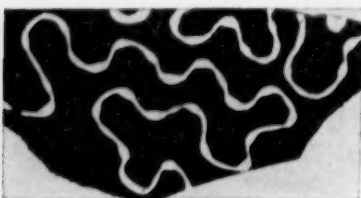
Nairobi, Kenya, East Africa

Several New Leathers Introduced In New York

Among the highlights at the Leather Show in New York were a number of textured leathers and leathers with special surface treatments. A few of the outstanding innovations include:

Plastic Scroll on Suede

Artistic scroll design in plastic on suede leather. Pattern is raised and gives leather depth and dimensional qualities. Available only on suede,



the plastic design treatment may be obtained in wide range of colors, applied to any color of suede leather.

Source: Amalgamated Leather

Companies, Inc., Front & Adams Sts., Wilmington 99, Del.

Cork Calf

New cork-like grain calf with soft, slightly sueded finish. Leather is



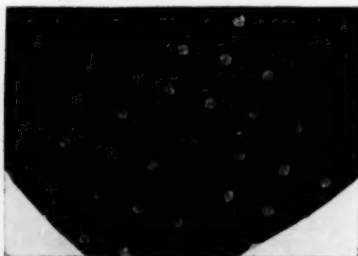
supple and soft, with interesting color variations brought out by light tone on raised grain and darker tone in valleys between grains. Mainly for men's shoes, Cork Calf comes in several shades of tan-brown family, dark blue, grey, black and green.

Source: Hermann Loewenstein,

Inc., 26 Ferry St., New York 33, N. Y.

Flocked Dots on Suede

A new polka dot pattern on suede leather for women's and girls' foot-



wear. Dots are flocked onto suede and come in variety of colors. Dots are slightly raised from surface of suede and give added texture interest to the leather. Available on any color of suede leather.

Source: John R. Evans & Co., 2nd & Erie, Camden 2, N. J.

Embossed Pigskin

New novelty grain embossed on pigskin leather. Highly polished surface of this leather and embossed pattern make it distinctly different



from conventional appearance of pigskin leather. Available in a rich, warm brown color, this embossed pigskin is suitable for men's, women's and children's footwear.

Source: Dreher Leather Mfg. Corp., 404 Fourth Ave., New York 16, N. Y.

Polka Dot Patent Leather

New surface pattern on patent leather. Polka dots are available in range of colors on any color of patent leather. Dots are flush with surface of patent. Favored for women's and



LA-MATIC

- ★ SOLE LAYING PRESSES
- ★ SOLE ATTACHING PRESSES
- ★ SOLE ROUGHERS
- ★ SHOCK FREE CLICKERS
- ★ SOLING and SPECIAL PURPOSE CEMENTS

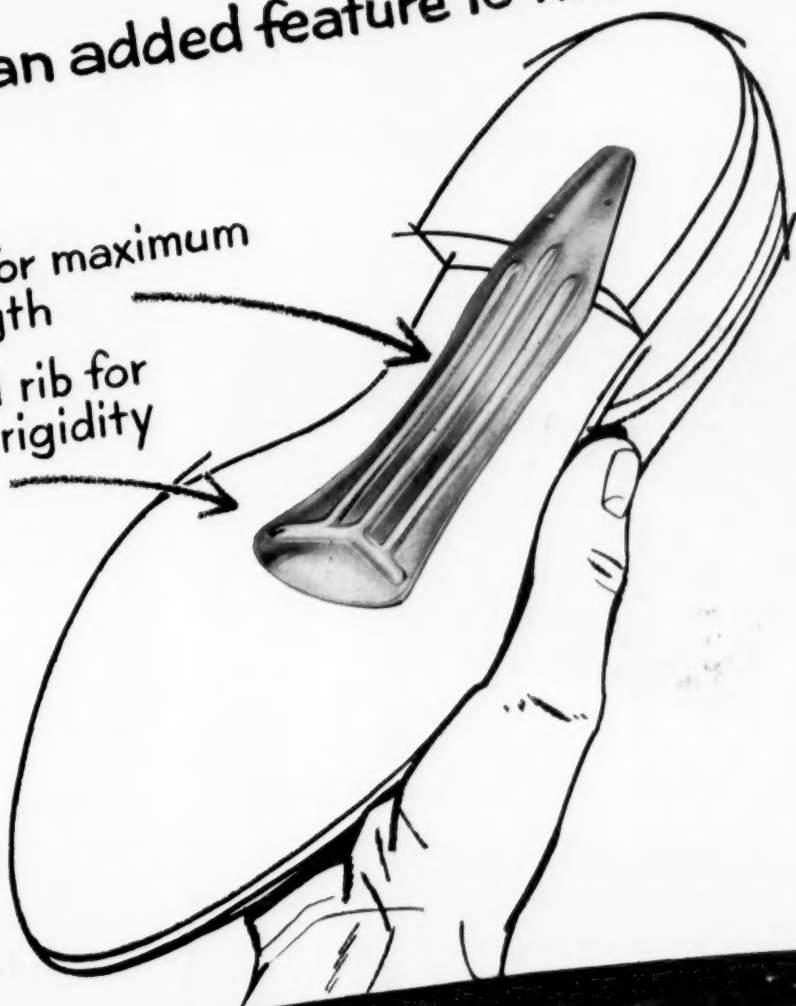
Lamatic equipment is soundly designed and thoroughly performance tested. It is dependable in production and profitable in operation . . . backed by 25 years of progress in cements and cementing equipment.

SOLD OUTRIGHT BY

LAMAC PROCESS CO.
ERIE, PENNSYLVANIA

gives an added feature to the shoe...

3 ribs for maximum strength
lateral rib for extra rigidity



The #15 R&L CUSTOM Steel Shank

Here is the shank designed to provide maximum strength and rigidity... an ideal shank for all types of men's footwear, from the finest high-style men's dress shoe to the rugged work shoe or field boot.

The #15 R & L Shank provides a single means of attaining two important characteristics of a finely constructed shoe—strength and fine bottom character.

This new shank is available in various gauges and in lengths from $4\frac{3}{16}$ " to $6\frac{1}{16}$ ". Samples can be obtained through United branch offices.

VITA-TEMPERED STEEL SHANKS

are tough, hard, uniform. Fit like master models. Clean, ready to use. Preserve balanced tread.



UNITED SHOE MACHINERY CORPORATION, BOSTON, MASS.

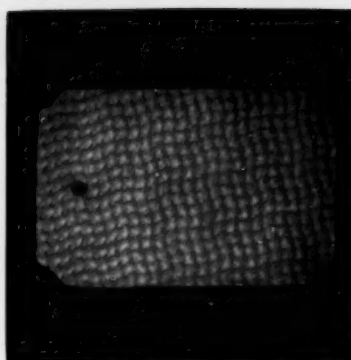
teenage girls' footwear and dressy party shoes for little girls.

Source: Colonial Tanning Company, 207 South St., Boston 11, Mass.

Basket Weave Embossed Leather

Embossed basket weave pattern that looks like woven leather. Textured surface has depth and dimensional qualities in keeping with prominent fashion trends in footwear and apparel styling. Suitable for men's, women's and juvenile footwear.

Source: Loewengart & Co., 315 Fifth Ave., New York 16, N. Y.



Joins Rhodia, Inc.

Newly appointed head of the Engineering Service Section of the Industrial Reodorants ("Alamask") Division of Rhodia, Inc., New York, is H. C. Nichols, chemical engineer widely experienced in odor abatement and air pollution control.



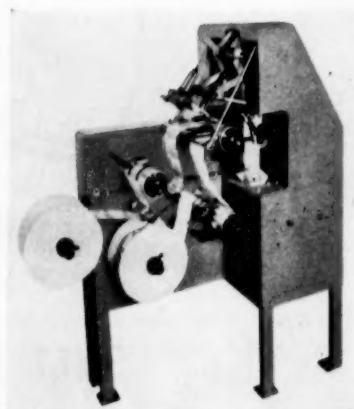
Creation of the new section follows announcement by Rhodia of four new industrial reodorants for airborne abatement in tanneries and the transport of hides. Reodorants are designed to combat rancid oil and decayed flesh odors from sulphur compounds and coproic acid in tanning operations.

*Barium** **SODIUM SULPHIDE FLAKES**

They're Wafer Thin and Iron-Free!

You don't need to pre-dissolve BARIUM* SODIUM SULPHIDE FLAKES because they're wafer thin and ready to go to work at once. They dissolve quickly into a pale yellow solution containing no sediment—no iron or other heavy metals. No wonder more and more tanners are calling for BARIUM* SODIUM SULPHIDE FLAKES . . . why don't you?

***Barium** REDUCTION CORPORATION
SOUTH CHARLESTON
WEST VIRGINIA



NEW MACHINE for imprinting variable descriptive data on die cut labels is this Designated Model 45AH offered by Markem Machine Co. of Keene, N. H. Company claims a pinfeed mechanism assures positive feed and exact registration of data. Blank or pre-printed labels are fed from a roll and automatically rewound after printing.

LAUNCHING

Shoe Supplies Firm Is Started

The formation of a new company, the National Shoe Products Corp., Boston, has just been announced. It will distribute "essential products and supplies to the shoe manufacturing and related industries."

Heading the new firm is Willard Howard, president. Four or five



other principals well known to the industry, are also officers of the new firm, but will be announced shortly. Howard recently resigned from the United Shoe Machinery Corp. where he held the positions of Sales Department Manager and Assistant General Manager. He has spent the past 24 years in sales in the shoe industry, dealing largely with shoe products and supplies.

The new company will be ready for complete operations in a few months, will start first with New England distribution, but will as quickly as possible branch into national distribution.

At first, the firm will concentrate on handling a list of products and supplies which the Supreme Court ruled could no longer be distributed by United Shoe Machinery Corp.—such as cut nails, tacks, certain abrasives and adhesives, boards and blocks, marking knives, lacing thread, screws, certain needles and awls, perforating paper, tapes, wire, some hand tools, etc. The new firm will be in direct competition with United on these items until 1957, at which date United must by court ruling relinquish its distribution rights on these items.

The firm, according to Howard, will gradually add new items such as counters, soling materials, thread, cartons, etc. "We don't intend to miss

a single bet as far as expanding our distributing service to the shoe industry is concerned," said Howard. The new company, he said, "is very substantially financed to do an efficient, large-scale job" in this field.

The company, with offices at 185 Devonshire St., Boston, has approached the supply sources of a number of products now distributed by United, but which United must release within the next three years, and has asked these firms for distribution rights in the New England area presently, and on a national basis by or before 1957. It is also seeking additional lines to distribute,

other than those carried by United.

C. R. Todd, general manager of United, emphasized that National Shoe Products Corp. "is in no way associated with the United Shoe Machinery Corp."

"United intends to continue the distribution of all shoemaking and repairing supplies and products and shoe factory equipment we have distributed in the past for the next three years," Todd added, "or until such time as we are required to discontinue manufacturing of some items and distributing other items in accordance with the provisions of the recent court decree."

Honored Guest



We know this fellow well. We should — we've been doing business with the shoe industry for 170 years.

In that time "The FIRST" has handled just about every kind of financial problem in shoe production and marketing. And we lend more dollars to the shoe and leather industry than all other New England banks combined.

"The FIRST" has its own offices in Latin America, plus correspondent banking connections throughout the free world. We give you on-the-spot contacts with the world's principal leather, hide and skin markets.

COMPLETE FACTORING SERVICE

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Advances are made against factored receivables at regular banking interest rates.

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IN CUBA — Havana, Santiago, Cienfuegos and Sancti Spiritus . . . IN EUROPE — Representative Office: 146 Leadenhall St., London, E.C. 3, England . . . Correspondent banks throughout the world.

The FIRST
NATIONAL BANK of
BOSTON

★ Founded 1784 ★

Member Federal Deposit Insurance Corporation

Creates Works Of Art Out Of Leather Swatches

Boston Leather Man Started A Unique Hobby That
Has Made Him The World's Foremost "Leather Artist"

At 65, Norman D. Baker may well be called the nation's (and perhaps the world's) foremost "leather artist"—even though up until he was 54 he'd never so much as wielded an artist's brush. He doesn't paint pictures. He fashions them out of pieces of small leather.

He has in his spare time created almost 100 of these original works, many of them masterpieces in their ingenuity. None of them has taken less than 40 hours, though one required 197 hours. The sizes of these leather scenes run an average of about 16 by 22 inches. The largest measures two by three feet.

Norman Baker has a natural love for leather, and an intimate knowledge of leather. It stems from his nearly half century in the leather

business, 42 years of them with his present firm, Mullins & Trowbridge, Inc., Boston distributors of kid and calf. Baker is a sales representative of the firm.

Up to 1940 Baker hadn't so much as even dabbled in painting or art crafts, never realizing he had any inherent artistic talent. That year his wife died. He soon felt a restlessness with much time on his hands. In the cellar of his home in Holbrook, Mass., there had accumulated a large number of partially filled cans of house paints of all colors.

Baker whitewashed all his cellar walls. Then, taking out all the cans of paint he proceeded to try his hand at painting "murals" on these walls. A scene of a golf course; another of the rocky coast of Maine; a forest

fire; a camping scene; a six-masted schooner.

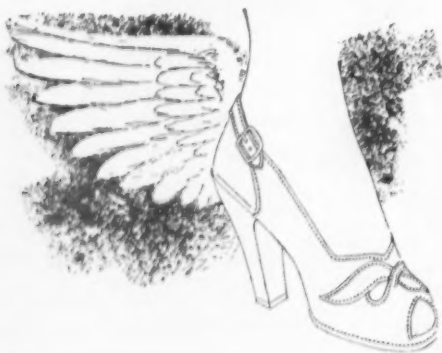
These many months of work gave Baker a sense of fulfillment. He found it relaxing and gratifying. But it also awoke him to a recognition of his latent artistic talent.

One day he became inspired with an idea. For years he'd seen thousands of unused leather swatch books gathering dust in leather houses until they were discarded to make room for a new season's batch. Here were leathers of every conceivable texture, finish and color.

He gathered up a variety of several dozen of these. Then he went to the five-and-ten-cent store, bought a child's simple art or coloring book. He cut up pieces of swatch-book leather to match some of the nursery rhyme scenes such as Jack and Jill. The colors were of his own selection.

Gradually his technique and color selection improved. He was able to intermix leather textures and colors to obtain uncannily natural scenes. It wasn't long before he was receiving all kinds of unused swatches from friends all over Boston's leather district, and from many outside areas also. In fact, he still does today.

Baker, who has been performing



Give wings

to your shoe-stitching operations

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CHAMPION Sewing Threads

by **Gudebrod**



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You can keep your stitching operations moving without costly interruption when you use Gudebrod CHAMPION Sewing Threads. Sewers like to work with Gudebrod threads because they are

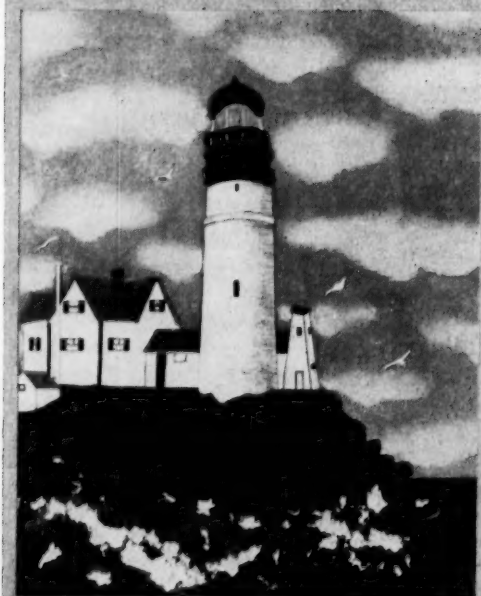
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. . . because they can be relied upon for uninterrupted production and speed of operation . . . because they stand up well under the stress and strain of stitching processes. For all-around satisfying service, for the economy of smooth production, try Gudebrod CHAMPION Silk or Nylon Threads—there's one to meet your every sewing need.

Send today for
TESTING SAMPLES
in either silk or nylon



Champion



TOP LEFT: Famed Iwo Jima scene. Men in olive green suede; ground of miscellaneous leather scraps. Flag of red and white calf strips, blue kid. Time required: 83 hours.

BOTTOM LEFT: Lighthouse in white goat; house in white side leather; rocks are alligator; ocean whitecaps in suede calf buffed

with penknife; grass in green suede kid; water in blue kid. Time: 72 hours.

TOP RIGHT: Birches in white calf touched with black crayon. Water is blue kid; mountain is green suede; trees of various leathers. Altogether 8 colors. Time: 97 hours.

CENTER RIGHT: Pansies in various natural colors, in suede kid. Basket of perforated

calfskin; leaves are green suede, with stems reverse side of same leather. Tabletop of side leather, with edging of treebark calf. Time: 65 hours.

BOTTOM RIGHT: Hunting scene, done in wide variety of suede and smooth leathers, in 12 different colors. The most intricate of Baker's works. Time required: 192 hours.

this original "leather art" for the past 11 years, does not sell his work commercially. In fact, there are no "prices" on his work. If paid on a \$1 hourly labor basis alone, the least expensive work might come to over \$40, with others ranging up to \$200. However, he sees this work as chiefly a gratifying hobby and not as something commercial.

Exhibits of his leather art work have been held by request in various cities and towns in Massachusetts. Invariably these exhibits win rave notices.

His workshop is set up in a corner of his living room. He uses only three tools: a pair of scissors, a shoe knife and a cutting block. A tube of paste adheres the leather to the frame.

The resultant leather scenes are three-dimensional and extraordinary realistic. For example, to simulate tall grass he cut a series of tiny leather strips. Move the picture even slightly and the strips will wave like wheat in the wind.

Baker will tackle almost any type of subject for his work—landscapes, floral, animal, people, etc. At the end of the war he was so inspired by the famed scene showing four GI's planting the American flag on the battle-

scarred hill of Iwo Jima that he did the scene in leather. He presented the finished job to Rene Gagnon, one of the four soldiers and a native of New Hampshire.

His leather pictures may require anywhere from 20 to 200 separate pieces of leather. He works with almost every known type of leather, knows by experience what type of leather is best suited to depict most realistically what is needed. His delicate color sense helps create the splendidly finished product.

Baker's ingenious work confirms an old saying: "Leather has a natural beauty." Through his creative talent in this unique hobby he has shown that even the lily can be gilded to produce an even greater beauty to the natural product.

Consolidates Divisions

Proctor & Schwartz, Inc., has announced consolidation of its Drying Machinery and Textile Machinery Divisions. Both were previously operated with separate sales organizations and engineering departments.

Both the latter functions are now

combined with Harmon B. Riehl as vice president in charge of all sales. John W. Powischill will be in charge of the Product Engineering Department and Jack P. Wilson will be responsible for all research and development programs.

John H. Senior, vice president, will be in charge of publicity, advertising, exhibits and public relations. Walter W. Sibson, vice president, remains in charge of manufacturing while E. B. Ayres, Jr., vice president, still directs purchasing. Walter S. Corson is treasurer.

United Ups Wages

Employees of United Shoe Machinery Corp.'s Beverly, Mass., factory will receive a general wage increase of 2.6 percent effective Sept. 17, the company announced this week. The increase applies to all employees.

Frank P. Hyde, general superintendent of the Beverly plant, said the boost was not only a recognition of the higher wage trend in the Lynn-Salem-Beverly area but "an indication of the confidence of the management in the future of the Beverly industry."

If You Want to Sell...

- Shoe Machinery
- Tanning Machinery
- Products & Supplies

for these Industries
in the Ever - Growing

MEXICAN MARKET

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about any—and all—of your tanning problems.

- Get our advice—our help—relative to those perplexing difficulties regarding Finish—and Repair—in shoe factories.

- Fellowships in problems of research—for various industries allied with tanning.

- Have us develop any new processes you have under contemplation.

August C. Orthmann
Director & President
Milwaukee, Wis.

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Telephone: DAly 8-6426—8-6427

Trimfoot's Two New Lines Offer Costume Coordination For Tots

Spurred by the success of its Walt Disney line of fun-and-function shoes introduced several seasons ago, Trimfoot Company (Farmington, Mo.) has announced the launching of two new divisions designed to bring high fashion-and-function to the toes of the high chair set, according to J. B. Ruebel, vice-president. The firm manufactures misses' and infants' dress, casual shoes and slippers, and children's stitchdowns and compos.

Referring to an article which appeared in the Jan. 30 issue of LEATHER AND SHOES pertaining to fun, fashion and function for infants' shoes, Ruebel explained that the two new lines, Baby Deer Miniatures and Baby Deer Cameos, stress high fashion footwear with "mother" appeal, for infants and children.

"Until now," Ruebel said, "as soon as baby outgrew crib shoes, choice has been limited to plain high white shoes. From about four months to two years of age, babies'

shoes have not reflected the trend toward high fashion for these moppets as have the dainty, embroidered or be-ribboned panties, dresses, suits and bonnets, or even the new decorated diapers. As a result, most babies have been dressed to the height of fashion only down to their shoe tops."

Made over specially designed baby doll lasts with extra roomy toes for correct fit, Baby Deer Miniatures are offered in infants' size 2 to toddlers' 6, and children's size 6½ to 8. Cameos are in infants' sizes 1 to 3, up to 6 months of age.

Construction is regular cement, using soft and flexible white microlite sole on the Miniatures, soft soles on the Cameos. Quality is maintained in the use of kidskin with faille lining, faille-lined straps, and bound throughout rather than raw edges.

Miniatures are offered in styles for little boys and girls to complement the fashion touches in wearing ap-

parel. Complete costume coordination is effected in the use of white with light baby pastel trims, reported as the largest selling color combination. The shoes also are offered in allover pastel tones of party pink, pale blue, golden maize and mint green, as well as black patent.

The baby pastel kidskins are custom dyed to match baby ribbon colors. Ruebel pointed out, as necessary in gaining total harmony in a coordinated costume for baby from head to toe.

Delicate straps, tiny bows, baby pearl buttons interpret the dainty feminine look. Inserts of suede, braid trims, cutouts and appliques add fashion appeal. For pure glamour are inserts of gold-threaded brocades, gold kid ankle straps, and flashing rhinestones for a touch of glitter.

Reported the best selling pattern for little girls is the Middy, a tiny white one-strap with navy blue sailor collar and star trim on vamp. Matching companion for little baby brother is a white two-eyelet tie with navy blue mudguard and piping.



Styled for holiday selling are metallic patents in gunmetal, blue and copper, with matching or harmonizing suede trim and rhinestone

TOP QUALITY
in every item



COMPLETE RANGE
of sizes, styles, finishes

PROMPT SERVICE
send samples
or specifications


**WIRE RUBBER
HEEL NAILS**

**WOOD HEEL
ATTACHING NAILS**





Atlas
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Since 1810




83 PLEASANT STREET
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**BRASS, STEEL OR
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GENUINE SHEEP and LAMBSKIN LEATHER

Nature's Own Products

Improved by

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Full Chrome Lambskins with Combination Tannages to Match.
Garment Suedes and Grains — Glove Leathers — Shearlings.

WINSLOW BROS. & SMITH COMPANY

STORES: BOSTON, 97 SOUTH ST. • NEW YORK, 12 SPRUCE ST. • CHICAGO, 173 NO. FRANKLIN ST.



NEW BABY DEER MINIATURES made by Trimfoot Co. offer diminutive footwear fashions for high chair set. On left, dressmaker touch in soft kidskin is aimed at giving baby complete costume coordination. Tab style comes in white with pink, blue or maize trim while collar and bow style in white, pink, blue or maize with white trim. Tiny



nauticals on right are for brother and sister from six months to two years. The young gob wears tiny white two-eyelet trimmed in navy blue. Sister wears matching shell strap with its own middie collar. Baby Deer miniatures come in infants' size 2 to toddlers' 6 and children's sizes 6½ to 8.

button on vamp. Cited for importance, too, is a one-strap shell in black or flight blue suede with mudguard effect of charcoal grey Karung snake. All dark shoes carry

white soles as a tie-in with infants' white apparel.

Baby Deer Cameos for the diaper set up to six months of age feature little floral appliques on the vamp.

These are shown in allover smooth leather as well as smooth-and-mesh combinations. Included in this group is a little high shoe with all-round mudguard trim in baby pastels on white.

ALL FOR KIDS

Kreider-Culver Combine Covers Juvenile Field

Merger of Culver Mfg. Co., Inc., of Erin, Tenn., and A. S. Kreider Shoe Co. of Annville, Pa., will provide the firms with a complete coverage of the juvenile field, officials of both firms stated this week. The companies are merging under a stock exchange arrangement.

Culver makes the Culver Cub line of infants' shoes and hand-laced moc-

casins while Kreider manufactures children's, boys', misses' and growing girls' welt shoes. It also has equipment for making cement process shoes.

Plants of both firms will remain in present locations. E. M. Culver, president of the Culver firm, has been appointed general manager of Kreider.

Compo Promotes Mason

Paul E. Mason has been appointed district manager of Compo Shoe Machinery Corp.'s California office. Mason, with Compo since 1949, has been handling the firm's Los Angeles sales and service since 1951.

MILITARY BUYING

Invitations

Combat Boots. Philadelphia Quartermaster Depot has issued Invitation to bid QM-36-124 covering 260,006 pairs men's leather combat boots, russet, capped toe, rubber sole and heel. Opening in Philadelphia at 10:00 a.m., Sept. 28 at Philadelphia office. Delivery Dec. 1954-Feb. 1955. For the Army.

Combat Boots. Philadelphia Quartermaster Depot has issued Invitation QM-36-NEG-20 covering 125,986 pairs men's leather combat boots, russet, capped toe, rubber sole and heel. Proposals will be received until close of business Sept. 28. Delivery Dec. 1954-Feb. 1955. For the Army.

Band Liner. Chicago Quartermaster Depot, 1819 W. Pershing Road, Chicago, Ill., has issued Invitation No. 55-49 calling for 260,400 ea. liner band, helmet, neck adjustable, as per specification MIL-B-1953A. Opening Sept. 20.

Bids

Helmet Chin Straps. All American Leather Goods Co., Chicago, Ill., bid 16c with a discount of ½ percent on all items, covering Helmet Chin Straps, Inv. No. 28, which opened at the Chicago QM. Depot. Other bidders were A. Reif & Co., Phila., Pa., who bid 16.2c, with discount of ½ percent, all or none; and Edlen Herman Co., Phila., Pa., 16.75c, discount 1/20 percent, all or none. There were 6 bidders.

Awards

Helmet Liners. Chicago Quartermaster Depot, Chicago, Ill., announced that the Northwest Glove Co., New London, Iowa, was awarded contract for Band, liner, helmet, head, under Inv. No. 54-318E, for a quantity of 306,720; Steinberg Bros., New York, under Inv. No. 54-29 (Q) was awarded 307,440.

Combat Boots. The U. S. Marine Corps, The Quartermaster General, Washington, D. C., announces that an award has been made to Endicott-Johnson Corp., Endicott, N. Y., for 644,300 prs. Boots, Combat. No other details.



WINDRAM
Quality

COMBINING — ELASTICIZING
PLASTICS
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Established 1867
3 Dorchester St., So. Boston, Mass.

Buyers Sample And Stall Await New Market Level

Soft Hide Market And Hand To Mouth Leather Buying
Keep Tanners Off Balance, Prices Unsteady

Sole Leather Tanners glum. view diminishing production of leather soled shoes with proverbial jaundiced eye. A few point out that present low percentage due largely to drop in men's shoe production, see early change inevitable.

Up to about 66c asked for finest light bends. Around 56-57c the top price asked for 8-9 irons. Between 48-50c asked for 9-10 irons. 48c and down quoted for 10 iron and up bends.

Sole Leather Offal dull. While asking prices usually obtained, size of individual orders does not make for sound market.

Bellies bring various prices between 25-28c; little at the top figure. Up to about 38c asked for single shoulders with heads on, a few cents more with heads off. Best light double roughs bring about 47c for one tannage, 48c for another. Good TR double roughs quoted at about 44c and down.

Calf faces trying period. Tanners view widespread sampling of light colors with mixed emotions.

New price lists show declines of 3-4c. Very best men's weight leather

brings about \$1.02 and down with volume grades moving at 80-90c.

Women's weight leather priced at about 87c and down for best tannages, around 80c and down for volume tannages. Up to about 95c asked for small skin leather in high colors.

Sheep Leather slower. Between season lull not disturbing to most. Fair amount of business still being done with regular users. Prices generally unchanged.

Best boot lining russets still demand up to 25c. Top grade shoe lining russets quoted at 23c and down. Between 15 and 20c still accounts for most shoe lining business done. Colored vegetable linings ask up to 27c, usually bring about 25c and down. Chrome linings quiet at 30c and down.

Side Leathers more colorful. Sampling at Leather Show largely in new finishes and unusual colors. White, black and browns will still account for bulk of business during coming run. Best combination tanned kips bring about 50c and down, though some still ask 52c and down. Extremes quoted at 28c and

Prices and Trends of Leather

KIND OF LEATHER	THIS WEEK	MONTH AGO	YEAR AGO	1953 HIGH
CALF (Men's HM)	60-1.00	67-1.06	77-1.15	95-1.20
CALF (Women's)	53-93	58-97	67-1.00	80-1.03
CALF SUEDE	70-1.00	75-1.15	75-1.15	85-1.10
KID (Black Glazed)	55-90	55-90	55-90	75-90
KID SUEDE	45-95	45-95	48-91	80-96
PATENT (Extreme)	52-62	52-62	55-60	60-64
SHEEP (Russet Linings)	15-23	15-23	20-32	18-32
KIPS (Combination)	45-50	48-52	54-60	64-68
EXTREMES (Combination)	43-48	43-48	50-55	56-59
WORK ELK (Corrected)	32-36	34-38	39-43	38-45
SOLE (Light Bends)	64-68	64-68	66-70	68-72
BELLIES	25-27	27-28	27-30	26-29
SHOULDERS (Dble. Rgh.)	44-48	44-48	51-53	51-56
SPLITS (Lt. Suede)	32-38	32-38	33-39	35-39
SPLITS (Finished Linings)	17-22	17-22	18-23	24-26
WELTING (1/4 x 1/4)	6 3/4- 7	7- 7 1/4	7 1/2- 7 3/4	8
LIGHT NATIVE COWS	13-13 1/2	13 1/2	18 1/2	20 1/2

All prices quoted are the range on best selection of standard tannages using quality rawstock.

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NEW FIELD REPRESENTATIVE for Krippendorf Kalkulator Co. in the Pennsylvania area is Robert W. Kirkwood, left. He succeeds Merle E. Jackson, right, who has been named assistant general manager, the post formerly held by Milton E. Morrill, general manager. Kirkwood was formerly associated with G. R. Kinney Co., Inc., and had been assigned to the J. Landis Co. of Palmyra, Pa. He will make his headquarters in Annville, Pa. Jackson, who became assistant general manager succeeding Mr. Morrill at the time of Mr. Wilcox's recent retirement, has been with Krippendorf Kalkulator since 1948. He was formerly with Comfort Slipper Corp. of Fitchburg, Mass.

down with plenty at 45c and down. Large leather quoted at 39c and down for one tannage 36c and down for another, still less for others.

Very finest chrome tanned kips bring up to about 49c. Extremes ask 46c and down, large leather about 38c and down. Volume tannage elk brings a variety of prices from low 30's down.

Split leathers falter. Buyers shop around, say they'll be back next week.

Up to about 20c asked for best finished linings. Bulk of trading done at 14-18c level. Very finest suede linings still bring up to 26c, but volume done at 22c and down. Non-slips get most business at about 17c, though five cents more asked by one tanner for his best.

Heavy suede asks up to about 40c, sell little at above 38c. Light suede quoted at 38c and down with volume at 35c and down. Sole splits reported quiet and unchanged.

Work glove expectant. Trade advices assert leather will be needed in coming weeks to fill new requirements and it is only a matter of time before new business is started.

Tanners of top finished work glove splits maintaining unchanged lists awaiting new developments. LM weight of No. 1 grade quoted at 14c, No. 2 grade at 13c and No. 3 grade at 12c. M weight of No. 1 grade is held at 15c, No. 2 grade at 14c and No. 3 grade at 13c.

Garment leathers still slow. Results of the Leather Show in New York last week still being analyzed by many members of the garment leather trade.

Although held at higher lists in a number of producing quarters, the trading range for suede sheep quotable at 29-31c while grain finish last brought 30-32c and down, as to tannages.

New developments awaited in horsehide garment leather which last brought 36c and down for good tannages. Cow hide garment leather remains unchanged following last important business reported in the range of 31-32c.

Bag, case and strap slack. Some buyers and sellers appeared to be apart in their ideas of value which tended to restrict new business.

Case leather held at 42-43c for 2-2½ ounce, 43-44c for 3-3½ ounce. Grade A russet strap leather continues around 50c for 4/5 ounce, 52c for 5/6 ounce, 54c for 6/7 ounce, 56c for 7/8 ounce, 58c for 8/9 ounce, 61c for 9/10 ounce and 64c for 10/11 ounce. Grade B quoted about 2-3c less and Grade C around 5-6c less.

Colors bring a premium of 3c and glazed commands 2c over prices for russet finish.

Glove leathers drag. Fall pick-up slow in getting started but it is hoped that business will pick up now that Summer is gone.

Some call for garment grains in high colors. Sudan types bring from 44c down. Iranian type offered as

low as 23c and the market is upset. Garment suedes are slow with the ladies' weights bringing 36c and down. Men's weights offered about 28c but buyers continually looking for cheaper merchandise.

Men's grey suedes at 34c and down are going begging. Iranians sell best in the 17c grade. There is a call for lightweight domestics, plain and pig-texed, but the market seems to be cleaned.

Kid slightly better. Philadelphia tanners report business has shown signs of picking up but not anything sensational.

Some black suede and glazed moved last week and some navy blue. Very little crushed sold lately. Linings continue to move to some degree.

Nothing reported on slipper weight leathers with the exception of "very small sales of colored leathers to the boot trade." Nothing at all was reported in satin mats.

Belting leathers hold. Tanners report that the end of Aug. thru the first few days of Sept. showed no real upswing in business.

Carriers say their business is moving along just about as it has been during the Summer. An occasional very large order is received but this is the exception and the pattern seems to be permanently one of small orders for immediate delivery—and not too many of these.

Prices unchanged for quotation—however some carriers say that selling prices are "all over the place" depending upon the individual situation.

Tanning Materials

Raw Tanning Materials

Divi Divi, Dom. 48% basis shp't, bag	\$72.00
Wattle Bark, ton "Fair average"	\$98.00
"Merchantable"	\$94.00
Sumac, 28% leaf	\$124.00
Ground	\$120.00
Myrobalans, J. I's Bombay	\$43.00
Sorted	\$48.00
Genuine	\$49.00
Crushed 42-44%	\$63.00
Valonia Cups, 30-32% guaranteed	\$47.50
Valonia Beards, 40-42% guaranteed	\$64.00
Mangrove Bark, Ecuadorian	\$54.00
Mangrove Bark, Colombian	\$58.00
Mangrove Bark, 38% E. African	\$69.00

Tanning Extracts*

Chestnut Extract, Liquid (basis 25% tannin), f.o.b. plant	
Tank cars	4.00
Barrels, c.l.	4.75
Barrels, L.c.l.	5.10
Chestnut Extract, Powdered (basis 60% tannin), f.o.b. plant	
Bags, c.l.	10.32
Bags, L.c.l.	11.02
Cutch, solid Borneo, 55% tannin	.08½
Hemlock Extract, 25% tannin, tk. cars	
f.o.b. works	.0625
bbbls. c.l.	.06¾


Oak bark extract, 25% tannin, lb.	
bbbls. 6½-6¾, tks.	.06½
Quebracho Extract:	
Solid ord., guaranteed 63% tannin,	11 31/64
Solid, Clar., guaranteed 64% tannin,	12 3/16
c.l.	
Wattle extract, solid, c.l., East	
African 60% tannin	.09¾
Wattle extract, solid, c.l., South	
African 60% tannin	.10
Powdered super spruce, bags, c.l.	.05½
.05¼; L.c.l.	.05½
Spruce extract, tks., f.o.b. wks	.01¾
Myrobalan extract, solid, 55% tannin	.07¼
Myrobalan extract, powdered, 60%	
tannin	.09
Valonia extract, powdered, 63%	
tannin	.08½
Quebracho extract, powdered, Swedish	
spray dried, 76-78% tannin	.16%
Wattle extract, powdered, Swedish,	
73% tannin	.15%
Powdered Spruce, spray dried,	
Swedish	.04
Myrobalan, Swedish, powdered	
68-70%	.11½
Oakwood, Swedish, solid, 60-62%	.11½
Oakwood, Swedish, powdered,	
64-66%	.12
Larchbark, Swedish, solid, 54-56%	.11½
Larchbark, powdered, Swedish	
spray-dried, 58-60%	.12½

Tanners' Oils

Cod Oil, Nfld., loose basis, gal.	.90-.95
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Cod, sulphonated, pure 25%	
moisture	.13-.13½
Cod, sulphonated, 25% added	
mineral	.11½-.12
Cod, sulphonated, 50% added	
mineral	.11-.11½
Castor oil, No. 1 C.P. drs. L.c.l.	.20
Sulphonated castor oil, 75%	.14
Lined oil, tks., f.o.b. Minn.	.15½
drums	.29-.30
Neatsfoot, 20° C.T.	.27-.28
Neatsfoot, 30° C.T.	
Neatsfoot, prime drums, c.l.,	
f.o.b. Chicago	.18¼
L.c.l., f.o.b. Chicago	.18¾-.19¼
Neatsfoot, sulphonated, 75%	.18-.18½
Olive, denatured, drs. gal.	2.20
Waterless Moellon	.14-.14½
Artificial Moellon, 25% moisture	.13
Chamois Moellon, 25% moisture	.11-.12
Common degreas	.12-.13
Neutral degreas	.25-.26
Sulphonated Tallow, 75%	.13½-.14
Sulphonated Tallow, 50%	.10½-.11
Sponging compound	.13-.14
Split Oil	.11-.12
Sulphonated sperm, 25%	
moisture	.18-.19
Petroleum Oils, 200 seconds visc.,	
tks., f.o.b.	.14¾
Petroleum Oils, 150 seconds visc.,	
tks., f.o.b.	.13¾
Petroleum Oils, 100 seconds visc.,	
tks., f.o.b.	.12¾

*Imported Extracts are plus duty.



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HIDES AND SKINS MARKET REPORT

Further Declines Reported As Tanners Show Little Interest

Weakness Affects Entire Market Despite Efforts of Packers To Keep Hides Moving

Easy undertone still evident this week in the big packer hide market. Following sales made late in the preceding week prior to the Labor Day holiday, buyers generally inclined to reduce their ideas of value on most selections by another half cent.

Light native cows, sold in good volume from all points at 13½¢ for August forward takeoff, offered again at that price but tanners dropped their bids to 13¢. Resale offerings of light cows at 13¼¢ from exchange operators tended to further weaken the situation.

Branded cows, sold down to 10½¢ for big packer northern and river August forward productions, received bids of 10¢ when negotiations resumed this week. Resale branded cows sold at 10¼¢ and more of these hides were reported offered by dealers-traders on that basis. Buyers' limits on lighter average southwest-ern branded cows appeared to be 10½¢. Some of these points such as

Wichita, Oklahoma City and Lake Charles previously sold at 11½¢.

Heavy native cows also obtainable at lower established trading levels of 12½¢ for rivers and 13¢ for St. Paul and other northern points.

One big packer confirmed selling 700 Omaha light native steers at 14¢ and 1,800 River extreme light native steers at 18½¢. Late in the preceding week, two packers moved 2,000 St. Paul-Albert Lea extreme light native steers at 18¢.

Independents also ease. Minnesota packer sold 1,400 Austin heavy native steers at 13¢, the same price paid for river points last week, and considered a half cent decline for northern. Buyers subsequently reduced bids to 12½¢ for river points and some bid as low as 12¢ early this week.

One of the Iowa packers reported that 10¢ bid on butts and 9½¢ for Colorados early this week but he was

HIDE FUTURES

	Close Sept. 9	Close Sept. 2	High for Week	Low for Week	Net Change
October	12.49T	12.95T	13.00	12.47	-46
January	13.15B	13.55B	13.60	13.10	-40
April	13.74B	14.04B	14.14	13.70	-30
July	14.28T	14.50T	14.60	14.23	-22
October	14.75B	14.87B	15.03	14.70	-12
January	15.05B	15.11B			-06

Total Sales: 290 Lots

HIDE AND SKIN QUOTATIONS

	Present	Week Ago	Month Ago	Year Ago
Heavy native steers	13	13 -13½	12 -12½	17½
Light native steers	14	14½	13½-14	18
Ex. light native steers	18 -18½	19	18 -18½	21
Heavy native cows	12½-13	13 -13½	13 -13½	17
Light native cows	13½	13½-14	14	18½
Heavy Texas steers	10½	10½	10	14½
Butt branded steers	10½	10½	10	14½
Light Texas steers	11½	12N	11½	15½
Ex. light Texas steers	13½	14N	13	18½
Colorado steers	10	10	9½	13½
Branded cows	10½-11	11 -11½	11 -11½	15½-16
Native Bulls	8 - 8½	8 - 8½	9½	12½
Branded Bulls	7 - 7½	7 - 7½	8½	11½
Packer calfskins	25 -35	25 -35	34 -42½	47½-55
Packer kipskins	19½-24	19½-23½	18 -22½	27 -33

NOTE Price ceilings have now been completely ended by the government. All remaining goods and services have been removed from price controls. All regulations winding up controls require that applicable records be held until April 30, 1955.

reluctant to sell his branded steers at these half cent lower levels. Another Iowa packer offering some light native steers but no sale confirmed.

New York packers also slow to sell following sales of Colorados last week at 10c but a sale of 2,000 Somerville-Halsted light cows made at 13½c.

Small packers feel pressure. Declines in big packer hides had adverse effect upon market as tanners reduced their ideas to lower levels.

Light southwestern hides sold off, Texas small packers averaging 40-42 lbs. selling at 12½-13c flat fob, shipping points. Midwestern small packer hides eased to lower levels on purchases of 43-50 lb. avg. productions in the range of 10½-11c while some 50-52 lb. avg. hides went at 10-10½c, according to quality, shipping points, freight considerations, etc., on a selected fob. basis. Due to these declines, some buyers dropped their ideas on 52-54 lb. avg. midwestern hides to 9½c selected fob.

No late sales of small packer bulls confirmed and market considered nominally around 7-7½c selected fob, awaiting new business. Some small packer bulls probably could be obtained at these levels but very little interest from bull hide buyers of late.

Country hides slacken due to limited interest from domestic buyers while export outlets inclined to mark time.

Mixed lots of country allweights quotable at 8-8½c and locker-butcher hides, free of renderers, at 8½-9c flat tr'd. fob, shipping points for 43-50 lb. avg. A few very good quality lots brought the top prices but most buyers' limits are at the lower levels and some talk even another half cent less.

Glue hides eased on carload sales down to 6½c fob, shipping points in the midwest as well as in the southeast. Country bulls in carlots nominal around 5c fob.

Calf & Kip unsteady. Packers reported a little interest for calfskins at latest trading levels of 30-35c for Wisconsin allweights and 25-27½c for Rivers of heavy and light description, respectively.

Interest in kip tended to lag but there was still some call for overweights at last prices. About 5,000 Lake Charles and San Antonio kip and overweights brought 21½c and 19½c respectively while 9,000 southwestern overweights subsequently moved at 20c, 3,000 river overweights at 21c and 3,000 Evansville kip at 24c.

In view of recently established

lower prices on calf, some members of the trade inclined to quote packer regular slunks in a lower range of \$1.40-1.50 and large hairless at 80-85c. Offerings of small packer all-weight calf at 25-26c had no takers, buyers bidding various lower prices, best bid reported up to mid-week being 22c.

Small packer kips reported available at 15-17c without takers. Country calf sold at 17c for carlot quantity. Country kip in carlots ranged 11-12c, the inside price bid.

Horsehides want sales. Interest from buyers limited while offerings not very plentiful. Sellers asked various prices ranging from levels steady with last reported trading to somewhat higher but received very little response from tanners and dealers.

Northern slaughterer whole hides quoted nominally unchanged at \$9.00 untrimmed and \$8.00 trimmed fob, shipping points, new sales being awaited. Northern fronts ranged \$4.85-5.00. Butts holding around \$3.75-3.90, basis 22" and up.

Sheep pelts mixed. Mouton fur coats moving better this season and this accounts for improved demand from mouton tanners for shearlings.

Big packer No. 1 shearlings have

moved up in late trading at \$2.25-2.50 while clips have been bringing \$3.00-3.10. Some additional business in No. 2 shearlings at \$1.35 while the No. 3s, in very light production at present, nominally unchanged at 75c.

Packer lamb pelts quoted unchanged, good westerns ranging \$2.65-2.75 and natives \$2.25-2.35 per cwt, liveweight basis. Full wool dry pelts nominal at 26½-29c, depending upon quality.

Pickled skins not getting much call from tanners, market nominally ranging \$9.00-10.00 per dozen with sellers asking the outside price.

Reptiles do business. Some offerings of Madras bark tanned whips noted with one parcel of 70/30% 4" up avg. 4½" held at 34c and a parcel of 4" up avg. 4¾" at 37c. Another offer of whips, 70/30% containing 4" up avg. 4½" at 35c and 4" up avg. 4¾" at 38c but the parcel was offered as a combined lot and the shipper will not sell separately.

Buyers show some interest in the 4" up avg. 4¾ whips and bid 36c but not making any bids for the smaller or 4" up avg. 4½" skins. Some said that they had interest at 37c for the 4" up avg. 4¾" but of-

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NEW PROMOTIONS announced this week by United Shoe Machinery Corp. are, left to right, Thomas D. Welch to assistant general manager, and Karl S. Craig to manager of the USMC sales department. Welch succeeds Willard Howard who has resigned to form his own concern. Welch joined United in 1934 and served in the Haverhill and Lynn branches before his transfer to the Boston office in 1939 as a salesman. He became manager of the sales department in 1947. Craig joined United's Marlboro office in 1929, was transferred to Worcester in 1934. In 1947 he was transferred to Boston as assistant sales manager. United's sales department handles shoemaking and repairing products and shoe factory supplies along with equipment produced or distributed by the corporation.

fers at this price have so far failed to sell and it is understood the shipper making the offer is a standard good shipper.

Last reported sales of Agra wet salted backcut lizards 9" up avg. 10"

at 24c and also some sales noted up to 25c as previously reported. However, tanners are mostly out of the market and generally talk lower today. Market at origin is firm and no recent offers have been noted.

Pigskins under pressure.

While offerings of Para peccaries are very limited, buyers want to buy at lower levels. Para grey peccaries last reported sold at \$1.60 fob. and buyers now talk lower. However, it is admitted that there are no offerings available and sellers are certainly not talking less than \$1.60.

Chaco Carpincho market holding steady with an additional sale reported at \$2.20 fob. basis importers.

Deerskins a puzzle.

There continues to be a good demand but offerings are very hard to locate. Some East African deerskins reported sold recently at \$12.75 per dozen c&f. basis importers and another lot of Honduras deerskins sold at 41c per lb. c&f. basis importers.

Dry sheepskins mixed.

First class shipper Brazil Cabrettas have moved recently at \$12.50 per dozen c&f. for Pernambuco regulars and \$13.00 per dozen for Ceara regulars. However, most tanners have ideas below this for standard shipper skins.

Hair sheep from East Africa and from the Mocha districts continue priced above buying views here as European buyers support the markets. In wool sheep the auction report from Sydney stated that 47,000 were offered. Strong crossbreds par to 1 pence lower, all others 2 to 4 pence lower.

Pickled skins uncertain.

The situation in most instances is slow with prices nominal due to firmness at origin. No recent trading of New Zealand and Iranian skins.

The domestic market unchanged at \$9.50 to \$10.00 but weak in tone.

Lester D. Gaffney . . . industrial relations adjuster, died Sept. 9 at Veterans Hospital in W. Roxbury, Mass. He was associated with Morgan, Brown & Kearns, Boston labor law specialists for the tanning industry. A cost accountant by training, Gaffney was for several years general manager of the former Thayer Foss Co., Peabody and Woburn, Mass. side leather tanner. In 1939, he was elected secretary of the Mass. Leather Manufacturers Ass'n. and held this position until 1941 when he joined Morgan, Brown & Kearns. He leaves his wife, Gertrude.



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New Government Reports


Government research into rubber and leather technology is described in several reports listed in recent issues of the Bibliography of Technical Reports (BTR), published monthly by the U. S. Department of Commerce. Two such reports have recently been made available by the Department's Office of Technical Services: They are:

German Fat Replacement Materials for Leather and the Synthesis of American Analogues of these Materials. Ohio State University, for Army Quartermaster Corps. 1952. 120 pages, with tables. Available from Office of Technical Services, U. S. Department of Commerce, Washington 25, D. C. (Commerce Building, Room 6227.) \$2.00. Code No. of Report, PB 111372. Some of the fat replacement materials developed by Germany prior to and during World War II for use in oiling and stuffing leather hold promise of developing into products superior to the natural materials.

This report describes briefly about 100 of these German "exchange fats," and discusses in detail six of the principal I. G. Farbenindustrie products. Technical details for the synthesis of American analogues for each of these are included.

Most of these fat replacement materials can be made at a cost that is competitive with natural oils and greases. Particularly interesting are the sulfonyl chlorides, made by a direct sulfochlorination of hydrocarbon mixtures. These are said to offer attractive fields for developing tanning materials of unique properties. Derminolnarben oil shows promise for increasing water resistance in shoe leather. American analogues of this oil appear useful as stuffing for leather to be used in low temperatures. (BTR Vol. 22, No. 1, p. 9.)

Low Temperature and Low Volatility Plasticizers for Use in Nitrile Rubber Vulcanizates. Rock Island Arsenal Laboratory. 1954. 36 pages, with charts, tables, and photograph. Available from Library of Congress, Publication Board Project, Washington 25, D. C. Microfilm \$2.50. Ph. 5.25. Code No. of Report, PB 113733. The ability of nine commercially available plasticizers to keep nitrile vulcanizates flexible at sub-zero temperatures is investigated in this Army Ordnance Corps report. Tests in circulating air and multiple cell ovens indicated that ester type plasticizers were most sat-



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FOR PRODUCTION

isfactory from the standpoint of low-temperature flexibility and low volatile loss.

Trade names and manufacturers of some 65 plasticizers that were screened are listed, along with detailed results of tests with each of the nine plasticizers chosen for investigation. Formula of the base stock is included. (BTR Vol. 22, No. 1, p. 30.)

20,000 MILES

Ethiopian Tanner-Shoeman Visits U. S.

Kricor Sevadjian, leading Ethiopian tanner and manufacturer of men's shoes, is currently making a three-month tour of the U. S., where he will visit such shoe and leather manufacturing centers as Boston, St. Louis, New York, Chicago, Philadelphia, and Los Angeles. Part owner and director of Sevadjian Sons of Addis Ababa, he is financing his

own trip in hope of learning more about American tanning and shoe manufacturing methods. In all, his trip will cover some 20,000 miles.

Sevadjian's own plants have recently been expanded and modernized, but they still don't have the wide range of mechanized equipment and do not operate with such precision as tanneries and shoe factories in the U. S.

In Ethiopia, he told Leather And Shoes, a company such as his must be both tanner and shoe manufacturer. There are no individual tanneries there, and hence the shoe manufacturer must tan his own leathers. His tannery produces every type of leather—sole, upper, lining. The leathers are tanned from cattlehides, Zeby calf (an animal native to Ethiopia), goatskins, sheep, lizards, snakes, alligator, etc. And if a friend happens to bag a leopard or lion or rhino, Sevadjian will tan that hide, too. Only the horse's hide isn't tanned, for in Ethiopia the horse is highly prized, and there can be no thought of tanning its hide for commercial purposes.

There are only three shoe factories of any considerable size in Ethiopia,

although there are many small one-man handcraft shops. Two of the factories make men's shoes and one makes women's footwear. Only a few children's shoes are made because most of the children go bare-footed most of the year.

Sevadjian's tannery employs 220 and his shoe factory 130. The shoe plant's production amounts to 450 pairs a day. The shoes retail from \$12 to \$18 in Ethiopian money, or about \$4.80 to \$7.20 in American currency. These are highgrade, expensive shoes in Ethiopia. But low-priced footwear from Czechoslovakia and India are now coming into the country, posing a problem for domestic producers. Sevadjian hopes that much of the information gathered in his U. S. trip will enable him to offer better grade footwear at lower, competitive prices.

As to style preferences in Addis Ababa, most men prefer brown, plain-toe bluchers. Wing tips are next in favor. The men aren't interested in sandals (it's not as hot there as our present temperatures in the U. S.) Women like shiny patent leather shoes, and they favor bright colors in other leather footwear. Flat and medium heels are preferred, with almost no call for high heels. Both pumps and sandals are worn.

During his stay in the U. S., Sevadjian can be reached by writing him in care of the African Produce Trading Corp., 122 East 42nd St., New York City.

Brand Name Awards

Five retail shoe stores will be among the 125 retail firms to receive Brand Name Retailer - of - the - Year awards at next April's Brand Names dinner to be held in the Grand Ballroom of the Waldorf Astoria Hotel in New York City.

The annual competition sponsored by the Foundation is expected to attract entries from retailers located in all parts of the U.S. and Canada, Mexico and U.S. possessions. Awards will honor merchants in 25 fields of retailing for outstanding presentation of manufacturers' advertised brands during 1954.

Member of a panel of 25 judges to pick 1954 winners will be David S. Hirschler of Hofheimer's, Inc., Norfolk, Va., 1953 Brand Name Retailer-of-the-Year in the shoe store field.

From California Comes—

**GLOVE TANNAGE SIDES
CHROME SPLITS FINISHED FOR UPPERS**

LOS ANGELES TANNING CO.

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Los Angeles 63, Calif.



For real efficiency in Flat Toe Lasting
use **JOB-PROVEN** Cements

Be Be Cements for toe lasting are *Job-Proven*. They have been tested and used under a wide variety of conditions.

Take, for example, Be Be Tex #810 for use with automatic toe lasting machines. This cement was developed to meet the special requirements of cement toe lasting — a drying time for fast moving factory

schedules, a tack period that extends over week-ends and sufficient strength of bond to grip and hold firmly against "fight" of lasted over materials. Applied by spraying for volume production. The Be Be line of cements is designed to take care of general shoemaking operations. Your United representative is ready to help you.



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Products of B. B. Chemical Company

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September 11, 1954

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Perk up your sales of
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with INDIAN-TAN,
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SCUFF-TAN Leathers
NOTHING TAKES THE PLACE
OF GOOD LEATHER

Wisconsin LEATHER COMPANY

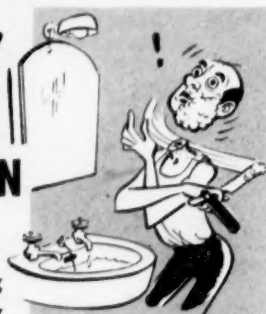
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coupled with rigid inspection and testing
of every die is the Western method of giving
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ter and last longer. **SEND FOR OUR CATALOG.**



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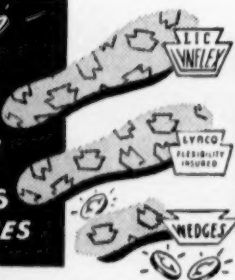
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CLICKER DIES
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3

SHOE PRODUCTS
THAT SAVE PENNIES



**INNERSOLES
PLATFORMS
WEDGIES**

LYNN INNERSOLE CO., ALLSTON, MASS.

Trade Joins Drive

Committee members representing the hide and skin, leather and shoe industry in the drive to finance continued operations of the Children's Cancer Research Foundation in Boston have been appointed by Joseph T. McCauley, executive vice president of Allied Kid Co., Boston, and chairman of the industry drive.

McCauley has called upon individual members of the industry as well as for company and employee contributions in the campaign to save children's lives through cancer research and medication.

Chairmen of the major divisions of the Shoe, Leather and Allied Committee for the Children's Cancer Research Foundation Drive are:

Chairman: Joseph T. McCauley, Allied Kid Co., Boston; Vice Chairman: Myer S. Lowenstein, Allied Kid Co.; Treasurer: Maxwell Field, New England Shoe & Leather Ass'n.; Women's Shoes: Louis Kleven, Klev-Bro Shoe Mfg. Co., Derry, N. H.; Men's Shoes: Walter E. Arnold, The John Foote Shoe Co., Brockton, Wallace J. McGrath, John E. Lucey Co., Inc., Bridgewater; Children's Shoes: Charles Slosberg, The Green Shoe Mfg. Co., Boston.

Shoe Retailers: Alfred L. Morse, Morse Shoe Stores, Boston; Shoe Wholesalers: Louis Rosen, Garfield & Rosen, Boston, Charles Stedfast, Boston.

Upper Leather: Philip F. Brian, Crestbrand Leather Co., Boston; Sole Leather: John E. Daniels, John E. Daniels Leather Company, Boston, H. Sherman Howes, Jr., Howes Leather Company, Inc., Boston; Shoe Fabrics: A. S. Burg, A. S. Burg Co., Boston; Rubber & Plastic Trades: Eliot Bernstein, American Biltrite Rubber Co., Inc., Chelsea; Allied Trades: Hyman Snyder, Universal Shoe Corporation, Springvale, Me.; Hides & Skins: Robert S. Shuman, J. C. Hodges & Co., Inc., Boston.

Start Lawrence Plant

Ground-breaking exercises were held at South Paris, Me., on Aug. 25 to officially start construction of a new one and a-half to two million dollar side leather tannery for the A. C. Lawrence Leather Co., division of Swift & Co.

The new tannery is expected to be completed in the Spring of 1955. It will be a one-story plant, covering about 160,000 square feet. The building will be of latest design, con-

structed with a concrete floor and tilt-up walls formed by casting concrete sections flat on the floor and then tilting them up into vertical position to form the walls.

Lawrence has plants in Massachusetts, New Hampshire, North Carolina, Tennessee, and Kentucky producing sheepskin, calfskin, upper and sole leathers. The new South Paris tannery will be used for expansion of the company's facilities for producing upper leathers.

Hides For Israel

A new campaign, designed to obtain 100,000 hides for the State of Israel, has been launched by Bert Sicanoff, prominent U. S. hide man. Sicanoff has been appointed chairman of the Hides for Israel Committee, which will help organize the drive throughout the hide industry.

Purpose of the campaign is to enable Israel to produce shoes for over 100,000 recent immigrants. Procurement of the needed hides would permit production of shoes in Israel by immigrants and for immigrants.

"The project, if successful, would not only result in sorely-needed footwear but would also productively employ many of the newcomers and assist in the training of many others," Sicanoff said.

Other members of the Hides for Israel committee include Ernest Eads, Merle A. Delph, David Schacter, Ben Ritter, Gus B. Kaufman and Nick Beucher, Jr., president of the National Hide Association.

Sicanoff has established headquarters at the offices of Material for Israel, Inc., of 250 West 57th St., New York City. The latter will assist in consolidation of hides at central points, transportation and overseas processing and shipment.

Canadian Panel

M. W. MacLean, of the Charles Ogilvy Ltd. department store, Ottawa, Ont., will be principal speaker at the Breakfast Panel sponsored by the Footwear Institute of Canada at 8:30 a.m., Oct. 4, during the Canadian Shoe & Leather Fair in the Sheraton-Mount Royal Hotel, Montreal.

This year's theme of the Panel is "How To Sell More Shoes" and the guest speaker as well as the Panel experts will discuss ways for greater sales.

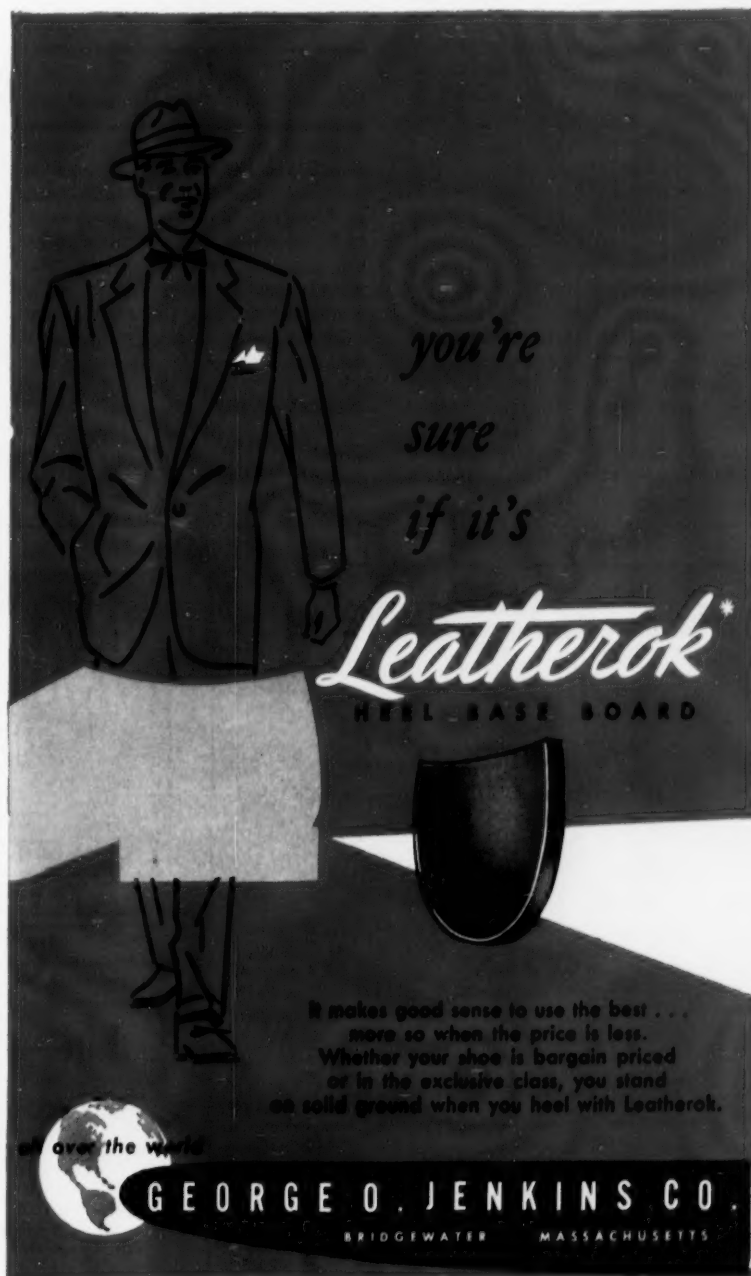
MacLean will talk on various topics concerning store owners, store

managers, shoe sales personnel and show various ways for increasing sales.

On behalf of the consumer, Mrs. Lissa Taylor will address the Panel and the consumer reaction to sales personnel will be discussed. Two of the Panel experts will be Marc Delorme, of Marc Delorme Shoe Stores, Montreal, and Raoul Lanthier, of Kingsbury Shoes Ltd., Montreal.

Head table guests will include

Maurice Corbeil, President of the Shoe Manufacturers' Association of Canada; Charles Robson, President of the Tanners' Association; J. E. Edmundson, President of the Canadian Shoe Retailers' Association; John L. Braive, President of the Shoe Industry Suppliers Association of Canada, and Roy A. Stewart, Chairman of the Shoe and Leather Council. They will answer questions during the Panel talks.



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more so when the price is less.
Whether your shoe is bargain priced
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on solid ground when you heel with Leatherok.

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OPPORTUNITY KNOCKS

Foreign Countries Need Industry Aid

The Foreign Operations Administration this week flashed the green light to enterprising U. S. tanners and shoe manufacturers desiring to establish manufacturing operations in overseas locations.

FOA listed eight countries with a "pressing need" for tanning or related industries and five others in dire need of shoe manufacturing firms with "know-how."

The list was made public after FOA officials in Washington asked all U. S. missions abroad for a list of industries most needed in the various countries. Purpose is to open up new expansion opportunities for U. S. industry while providing much-needed manufacturing personnel and facilities for countries lacking them.

It was felt also that opening of the lists would help to stimulate American private investment abroad.

Countries were listed as follows: Costa Rica, tanning; Honduras, tanning and leather work; Iraq, hide processing and tanning a top prior-

ity; Libya, tanning and manufacture of leather goods; Nepal, hide processing; Pakistan, tanning and leather working; Turkey, tanning extracts, special hides and morocco leather industry; Uruguay, hide processing and tanning; Ecuador, aid to currently-operating shoe firms; Honduras, shoe manufacturing; Iran, boot and shoe manufacturing; Turkey, has one Government-operated shoe factory, needs more; and Venezuela, shoe manufacturing.

Deaths

Don MacKenzie . . . 88, retired shoe executive, died recently at his home in Corry, Pa., following a heart attack. Active in the shoe manufacturing industry for many years, MacKenzie was former manager of the Korry-Krome Shoe Co. and a prominent citizen in Corry. His wife and daughter survive.

Arthur Abrams . . . retail shoe executive, died recently after a short illness. A veteran of the retail shoe field, he had been vice president and general manager of Modern Shoe Stores Co., retail shoe chain with headquar-

ters in Providence, R. I., for many years.

(Other Deaths on Page 42)

27-Year Figures On Canadian Inspected Slaughters

Year	Cattle	Calves	Sheep & Lambs
1926	739,822	374,175	545,769
1927	733,357	414,675	618,057
1928	699,384	413,990	638,752
1929	701,866	414,781	725,004
1930	602,007	376,237	745,119
1931	592,036	371,076	820,891
1932	553,342	383,449	788,222
1933	654,000	438,428	868,679
1934	804,290	522,842	854,222
1935	789,711	586,851	861,228
1936	920,229	602,616	830,975
1937	923,961	702,405	821,758
1938	859,260	676,579	801,679
1939	872,574	679,922	786,274
1940	889,898	703,779	763,982
1941	1,004,101	719,168	830,963
1942	970,315	666,645	825,288
1943	1,021,334	594,385	889,269
1944	1,354,104	660,556	949,096
1945	1,820,127	781,817	1,169,124
1946	1,666,310	752,817	1,209,545
1947	1,293,246	659,701	896,017
1948	1,489,883	787,410	768,943
1949	1,439,489	766,277	629,673
1950	1,284,683	773,205	521,089
1951	1,149,789	583,718	438,518
1952	1,237,630	567,760	512,966
1953	1,469,406	740,723	543,371
1954—			
(5 mos.)	638,966	360,064	116,145

DERMABATE COMPOUNDS LIQUID EXTRACTS

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STAINLESS SUMAC • ORDINARY SUMAC
QUEBRACHO • RAPID TAN "G"
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PEOPLE

About industry personalities coast to coast

• **Samuel Robbins** has joined Associated Merchandising Corp. of New York as merchandise representative of women's shoes. He will report to Sidney Garmize, divisional market supervisor of fashion accessories. Robbins has been with Jay Thorpe of New York since 1948. Previously, he was with Macy's as department manager of Little Shop Shoes and Moderate Priced Shoes.

• **Yale Canter** has been named general manager of Dan Lewis, Inc. The firm recently moved to a new plant at Dover, N. H.

• **E. M. Culver**, president of Culver Mfg. Co., Inc., of Prin, Tenn., has been appointed general manager of A. S. Kreider Shoe Co., Annville, Pa. The two firms recently merged under a stock exchange arrangement.

• **Clayton Riddle** has joined Stacy-Adams Shoe Co., Brockton men's shoe manufacturer, as cutting room foreman. He was formerly upper leather buyer and cutting room foreman with Knipe Bros. Shoe Co. in Ward Hill, Mass.

• **Clair H. Winslow** has joined Tyer Rubber Co. of Andover, Mass., as sales representative in upper New York State. He will be assistant to Carl Lamana.

• **Ralph Strachen** has retired as foreman of the turning room at O. A. Miller Treering Machine Co., Plymouth, N. H., branch of United Shoe Machinery Corp. Strachen, who has been associated with the firm since 1905 and is now 66 years old, was tendered a surprise party in the company's office by fellow employees.

• **Harris C. Miller** has been promoted to New York district sales manager of Hooker Electrochemical Co., Niagara Falls, N. Y. He replaces William F. George who will retire at the end of Sept. in line with the company's retirement policy.

• **Edwin E. Calvin**, vice president in charge of personnel of The Bearfoot Sole Co., Wadsworth, O., has resigned to enroll at Kent State University in the School of Education to enter the field of Vocational Guidance work on the secondary school level. He will continue his duties as a director of The Bearfoot Sole Co.

• **Andrew Brown** has joined Comet Chemical Co. of Newark, N. J., tanning finish manufacturer. A veteran of 30 years' experience in the leather industry, Brown will service the firm's customers on their tanning and finish problems.

• **Dean Moneymaker**, director of recreation for International Shoe Co., St. Louis, will serve as chairman of the session on "Recreation for Business and Industrial Workers" during the 36th National Recreation Congress, Sept. 27-Oct. 1 at the Hotel Jefferson in St. Louis. Some 1,000 to 1,500 persons are expected to attend the meetings.

• **Louis Puglisi** is now associated with Davis Shoe Co. as packing room foreman. He was formerly with Selby Shoe Co.

• **David Neckrich** has joined the staff of Colonial Shoe Mfg. Co. in

East Norwalk, Conn. The firm makes children's cemented shoes.

• **George Kriakoutso** recently joined the staff of B. & C. Shoe Co., Manchester, N. H., as packing room foreman. He was formerly associated with Stillman Shoe Co. in Lawrence, Mass.

• **Kenneth L. Skillin** has been named general manager of the advertising and sales promotion department of Armour & Co.

Cost Accountants Meet

Executive and key administrative personnel of the leather, shoe and allied trades in the Lynn, Salem, and Peabody, Mass., areas have been invited to attend the next meeting of the North Shore Chapter of the National Association of Cost Accountants. The meeting will be held at 6:30 p.m., Sept. 21 in Salem.

Featured speaker for the evening will be Clinton R. Gould of Mann & Gould, Salem. Further information may be obtained from Frederick J. Cross of John Flynn & Sons, Inc., of Salem.



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STARCH PRODUCTS

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News Quicks

About industry happenings coast to coast

Delaware

• **Amalgamated Leather Co.'s, Inc.**, of Wilmington reports for the six months ended July 3 a net loss after taxes of \$70,055. This compares with a net profit after taxes of \$29,069 in the previous fiscal year. Last year the company's earnings were equal to \$1.14 per share in the first six months.

Illinois

• What facts the sales manager needs and how to get and use them will be the subject of a special conference to be conducted by the marketing division of the **American Management Association** scheduled Oct. 4-6 at the Conrad Hilton in Chicago. Attendance will be limited to 400 sales managers from the U. S. and Canada.

Kentucky

• Workers of the Danville plant of **General Shoe Corp.** have voted against representation by the **AFL Boot and Shoe Workers Union**. Frank Pedigo, the company's personnel manager, reports that only 26 of 215 eligible voters favored union representation.

Maine

• **George H. Bass 2nd**, vice president of G. H. Bass & Co., Wilton shoe manufacturer, has purchased the 3,000-acre Farmington, Me., estate and farm of the late New York stock broker Charles H. Mallory. The farm includes an eight-room owners' lodge, a 13-room farmhouse and six large barns.

Massachusetts

• **Howard & Foster Co., Inc.**, Brockton men's shoe manufacturer has announced appointment of Irving Berk Co., Inc., to handle its advertising account. The Brockton firm, a leader in men's shoe styles, has launched an active fall campaign in various media.

• **Gerber Shoe Co.**, former Lawrence manufacturer of women's shoes, is reported to have been succeeded by a newly-formed corporation which will operate under the style of Gerber Shoe Co., Inc. Officers of the new corporation are Abraham Gerber, president and treasurer; and Anna Bologna, clerk.

• Shoe factories in the **Marlboro** area report a sharp increase in employment over the past 30-60 days, according to a report by the State Division of Employment Security.

• **Hamilton Shoe Co., Inc.**, of Boston has purchased a building in Braintree where it expects to begin manufacturing operations by the first of the year. Hyman Fine, president of Fine Realty Trust, owner of Hamilton Shoe, said the firm expects to hire some 150 workers within a year and have an annual payroll of \$300,000. Hamilton, presently located at 450 Harrison Ave., Boston, makes men's and boys' Goodyear welts. The move to Braintree is prompted by need for larger quarters.

Minnesota

• **Van Hoven Co., Inc.**, St. Paul animal fats and proteins rendering firm, has joined the National Hide Association. Ralph Van Hoven, executive of the firm, is a vice president of the National Renderers Association.

Missouri

• **R. C. Anton Co.**, St. Louis tanners' agent, has moved its offices to new quarters at 4227 Lindell Blvd., St. Louis 8.

• Estate of **John F. Minges**, retired wholesale leather dealer in St. Louis, who died July 20, was valued at \$116,394 in an inventory filed at Probate Court. Chief assets of the estate, willed to three brothers and two sisters, are stocks valued at \$95,686.

New Hampshire

• Several groups from other crafts' local unions joined in picketing at the **Claremont Shoe Co.** plant in Claremont, N. H., after approximately 50 of the factory's 220 employees went on strike. A few of the strikers were replaced on their jobs, it was announced by J. P. Klaubauf, president of the firm. He said the workers at his plant were not organized and that they had not petitioned for a National Labor Relations Board election.

• The N. H. Shoe Workers of Manchester, composed of employees of the **J. F. McElwain Co.** shoe factories in Manchester, N. H., will hold its annual outing at Canobie Lake in that state, Sept. 11. The program, with Raymond Lebel, union president, as

general chairman, will include a full course dinner, dancing and a sports program under supervision of Emile Simard, business agent of the union. There will be free transportation for members and their families.

New York

• **Robern Shoe Mfg. Corp.** of New York recently assigned its advertising account to Ben Sackheim, Inc., for its d'Antonio and Skyscraper women's shoes. The company will launch a national advertising campaign the first of next year with extra emphasis given to resort, spring and fall styles of better-quality women's shoes. Robern has been manufacturing ladies' shoes and distributing on an exclusive basis since 1935.

• **Four Star Footwear, Inc.**, was recently organized in New York City to manufacture women's slippers. Principals are listed as Herbert Adler, Max Rosansky and Murray Heller.

• **Drago Stores, Inc.**, has been opened to sell shoes at wholesale in New York City. Incorporator is listed as Robert J. Phillips of 33 East 70th St., New York City.

• **R. G. Leather Co.**, has been organized to deal in leather in New York City. Principal is listed as Max Cutler at 60 East 42nd St.

• **Linda Footwear Co., Inc.**, recently-organized New York City women's shoe manufacturer, has begun production on its line of flats. The shoes are named Diva Debs and will retail at \$10.95 to \$12.95. Saul Rosensweig, formerly of Radcliffe Shoes, Inc., Brockton, Mass., has joined the firm as sales manager.

• **National Shoes, Inc.** has leased space in the new Central Westchester Shopping Center to be built next spring on Central Park Ave. in White Plains.

• **Marx & Newman Co., Inc.**, of New York City, reports it will cease acting as distributor in the U. S. for the shoe line of **Brevitt Shoes, Ltd.**, on Sept. 30. Brevitt is now in process of setting up its own distributing firm for British Brevitts. Offices will be located in the Marbridge Bldg., New York City.

• **Homer Bear**, New York leather firm, has moved from 5 Spruce St. to new quarters at 225 West 34th St., New York City.

• **Ad Women of New York's** annual "Survey of Advertising" opens

registration on Sept. 22 at the Hotel Astor. The eighteen-week course opens Sept. 27 with top advertising executives scheduled to lecture.

North Carolina

• **Wellco Shoe Corp.** of Waynesville has announced its annual profit-sharing bonus for employees covering the fiscal year 1953-54. Since Wellco's profits were approximately 15 percent higher than a year ago, each employee will receive the same percentage of increase in his or her bonus share. Amount distributed to factory and office employees alone totals \$60,000.

Oregon

• **Carl Wattier** of Portland recently opened his fourth Friedman-Shelby family shoe store in the new Gateway Shopping Center of the city. The new outlet, expected to gross more than \$75,000 annually, will operate under the Merchants Service Plan of International Shoe Co. Wattier is planning to open two additional units in the near future.

Pennsylvania

• **Meyer Shusterman** is reported to have disposed of his retail footwear branch store at 1342 West Columbia Ave., Philadelphia, operated under the style of **Carl's Shoes**, to Joseph L. Finkel.

• **Garden Spot Shoes, Inc.**, Lititz manufacturer of children's shoes, has moved to new quarters on Broad St. where it is occupying two floors. Frank Bogan, president, reports the firm has added some 14 new salesmen to its staff since May 1. The company now has 10,000 square feet of space on one floor and 5,000 on another.

Wisconsin

• **Herbst Shoe Mfg. Co.'s** new line of big boys' "Tom Swift" shoes is being very well accepted by the trade, according to John Herbst. Enlargement of about 40% additional working space acquired a year ago when Herbst moved into expanded quarters has resulted in a nice production boost, says Herbst. Front office is now contemplating manufacturing a light girl's party line of cement shoes as a new entry in their spring line of Child-Life shoes.

• **Wolowick Turn Shoe Mfg. Co.'s** newest addition to their line is a padded soft sole men's lounging slip-

per retailing at \$3.40 and sold under the firm's "Fireside" label.

• **W. D. Scott, Blackhawk Tanning Co.**, reports a good deal of interest in the company's newly developed mocassin split brushed type leather. It is being used for loafer type

casual shoes in all colors and is also taking strong hold for use in producing sport belts.

• **Evans Shoe Corp.** has been formed in Kenosha with an authorized capital stock of 250 shares of common stock at par value of \$100 per share.



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SYNEXTAN 0-230
A liquid synthetic tannage that equals the qualities of vegetable extracts. Replaces Sumac. Used as a retan on chrome stock.

SYNEXTAN NPP
For high grade whites and pastel colors; produces full plump leather.

SYNEXTAN NCRP
Specialty syntan, used in combination with chrome tannage or in the dye bath for better grain.

TANASOL NCO
Syntan in beads, to use with extracts in the tanning and retanning operations.


TANASOL PW
Syntan in beads, to use with NCO for bleaching chrome stock and in retanning chrome stock. In the dye bath for good level colors.

FUNGIZYME BATES
Pancreatic bating salts of standard, controlled quality.
Bate A & AS—For sheep skins and sole leather.
Bate B & BS—For furniture leather, side leather and calf skins.
Bate C & CS—For goat skins.

SULPHONATED OILS (Various Bases)
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EMULSIFIERS and DETERGENTS—For good degreasing.
Samples and information upon request.

Plants in:
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MORITE BRAND
BOSTON, MASS.


Tanolins

R-T-KXD-225-W2XD

Vary in Basicity, Alum, Chrome Content
The ORIGINAL One-Bath Chrome Tans

DIAMOND ALKALI CO.

CLEVELAND 14, OHIO



DIAMOND
ALKALI
CHEMICALS

ATLAS Guaranteed OILS

THE simplest thing to remember about buying tanning oils is that experience—66 years of it—is back of Atlas Oils. That, plus a record of satisfaction to customers, is our most valued possession. Put the two together and you'll do what so many tanners have done for so many years . . . you'll always buy Atlas Oils.

Neatsfoot Oil Split Oils Sulphonated Neatsfoot Oil
Sulphonated Cod Oils Moeillons and many Specialty Products

ATLAS REFINERY, Inc.

142 LOCKWOOD STREET
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VEGETABLE TANNERS

If you are interested in quality and customer satisfaction, you should investigate **ARKOTAN B®**

ARKOTAN B is a syntan that assists in the production of a smoother grain, improved tensile strength, fuller and rounder feel and a clear, even color.

ARKOTAN B assists in the solubility of your extracts, permitting greater penetration and better take-up and reduces the sludge in the bath when solid Quebracho is used.

ARKOTAN B when used in the color pit, wheel or tail liquors improves the appearance of the grain and maintains the correct acidity in the tail liquor without the addition of acid at this point.

ARKOTAN B is used extensively in the re-tan wheels to produce added weight. Excellent for use on chrome re-tan upper leather where a tight break and solid feel is required.

Samples or demonstration of **ARKOTAN B** are available upon request.

Arkansas Co., INC.

NEWARK, NEW JERSEY
Manufacturers of Industrial Chemicals for over 50 Years



T A B E R TANNERY P U M P S

... have been meeting the special requirements of the Tannery since 1859. Write for Bulletin TP-629

TABER PUMP CO.

300 Elm St. (Est. 1859) Buffalo 3, N. Y.

Paul Gallagher & Co., Inc.

DEALERS IN
DOMESTIC & FOREIGN

Pickled Sheep Skins

PEABODY, MASS.

Canadian Notes

• His Eminence Paul Emile Cardinal Leger will be speaker for the Wednesday night closing dinner (Oct. 6) of the Canadian Shoe and Leather Fair.

• Canadian Converters Co., Ltd., is reported to have purchased inventory of Acme Glove & Apparel, Ltd., Montreal leather products firm.

• Canada's chain shoe stores are gradually getting a larger proportion of the business, according to a final report of Canadian Government, which discloses that of \$116.5 million worth of sales in retail shoe stores across the nation in 1952, the chains obtained \$41.5 million or 35.7% of the total business. This was in contrast to total sales of \$111.5 million in preceding year, of which chain shoe stores obtained \$38 million or 34.1% or in 1930 when chains obtained a mere 21.4% of total shoe sales.

Canadian department stores' sales of women's, misses' and children's shoes totalled \$43,154,000 in this latest annual survey compared with \$40,066,000 in previous year for a 7.7% gain. Sales of men's and boys' shoes rose to \$17,427,000 as against \$16,681,000 for a gain of 4.5% with such stocks reaching \$4,060,000 at end of that year. There were 34 shoe store chains in operation in 1952 with a maximum number of 626 stores and salaries and wages paid to the store employees totalling \$4,981,400.

• Sales of Agnew-Surpass Shoe Stores, Ltd., and wholly-owned manufacturing subsidiaries for the fiscal year ended May 31, 1954, declined by \$615,477 to \$10,713,954 from the preceding year's record high of \$11,329,431, company's 26th annual report reveals. Net profit amounted to \$379,313 equal to 88 cents a share of common, compared with \$492,396 or \$1.18 a share in previous year.

Five new stores were opened during the year, one each at Corner Brook and Wabana, Newfoundland, and Daughin, Manitoba, and two in Toronto. A location in Edmonton has been leased but possession will not be obtained until early in 1955.

Operations of the manufacturing company, The John Ritchie Co., Ltd., were at a lower level than the previous year, which substantially reduced their profits. The condition has prevailed generally throughout the industry during the past year, the directors report added.

CLASSIFIED ADVERTISING

Wanted and For Sale

For Sale

SEYBOLD DIE CUTTING & EMBOSsing
PRESS

Bed 67" x 40"
Ram 60" x 40"
Stroke 3 1/2"

Joseph HYMAN & Sons
Tioga, Livingston & Almond Sts.
Philadelphia 34, Pa.

Contract Finishing Wanted

FOR tear-offs and small splits. Equipped with
spraying equipment. Contact:

P. L. SULLIVAN LEATHER CO.,
Donald Street,
Manchester, N. H.

Bargains

Chrome Suede Side Splits — Black-
Brown-Blue T R 33,000 ft.
Counter Pocket Stock — Sorted and
Trimmed—31,000 lbs.
Insole Split Strips — About 6" x 50"
—8,000 lbs.

Sock Lining—Horse Butt Skivers 66 ft.
each—29,000 ft.

1 lot of Cork Sheets.

OTHER ITEMS TOO NUMEROUS
TO MENTION

7 Floors of Bargains
Central Mercantile Company,
742 W. Taylor St.,
Chicago 7, Ill.

Blue Splits

SHAVED AND LEVELED to your specifica-
tions. Any weight and quality to your re-
quirements.

Address H-10,
c/o Leather and Shoes,
300 W. Adams St.,
Chicago 6, Ill.

Pickled Split Butts (Packers)

WANTED for steady export. Also raw heads
and bellies. Lots of 100,000 lbs.

Address K-4,
c/o Leather and Shoes,
300 W. Adams St.,
Chicago 6, Ill.

SEDGWICK K. JOHNSON

Leather Chemist and Tanner

Research and Government Work a Specialty

E-4 19 Pingry Place, Elizabeth 3, N. J.

Elizabeth 3-7336

Blue Splits Wanted

BLUE SPLITS WANTED. Car or truckload
quantities. Untrimmed or trimmed. Also Blue
Shoulder Splits, etc. Steady user.

Address K-5,
c/o Leather and Shoes,
300 W. Adams St.,
Chicago 6, Ill.

Machines

WANTED: Used Fleshing and Buffing Machine.

Address K-9,
c/o Leather and Shoes,
300 W. Adams St.,
Chicago 6, Ill.

Rates

Space in this department for display ad-
vertisements is \$5.00 per inch for each
insertion except in the "Situations Wanted"
column, where space costs \$2.00 per inch
for each insertion.

Undisplayed advertisements cost \$2.50 per
inch for each insertion under "Help
Wanted" and "Special Notices" and \$1.00
per inch for each insertion under "Situa-
tions Wanted."

Minimum space accepted: 1 inch. Copy
must be in our hands not later than
Monday morning for publication in the
issue of the following Saturday.

Advertisements with box numbers are
strictly confidential and no information
concerning them will be disclosed by the
publisher.

THE RUMPF PUBLISHING CO.
300 W. Adams St. Chicago 6

Formulae Wanted

MANUFACTURER interested in acquiring for-
mulae for manufacture of low cost resin and
plastic finishes for leather on outright pur-
chase or other basis. Address Box No. W-5,
c/o Leather and Shoes, 20 Vesey St., New
York 7, N. Y.

Help Wanted

Wanted

Assistant sales manager for side leather tan-
nery in New England.

Address W-1,
c/o Leather and Shoes,
10 High St.,
Boston 10, Mass.

Chemist

FINE OPPORTUNITY in lab of Midwest man-
ufacturer.

Address K-6,
c/o Leather and Shoes,
300 W. Adams St.,
Chicago 6, Ill.

Salesman

WELL ESTABLISHED manufacturer in the
East is interested in securing the services of
a representative in the Middle West familiar
with pigment and top finishes, resins, binders,
lacquers and other specialties for the tanner's
use. Write in detail concerning age, experi-
ence and compensation desired. All replies will
be held in strict confidence. Address K-8,
c/o Leather and Shoes, 300 W. Adams St.,
Chicago 6, Ill.

Situations Wanted

Leather Finisher

DESIRES NEW POSITION. For the past 34
years have been associated with the Bright-
man Leather Co., Inc., in Brooklyn as finisher
of fancy leathers on Goat, Sheep, Calf Sides
and Splits, with full charge of coloring depart-
ment. Address Box V-4, c/o Leather and
Shoes, 20 Vesey St., New York 7, N. Y.

Cutting Room Foreman

AVAILABLE AT ONCE. An expert leather
sorter with many years cutting room experi-
ence. Knows how to handle and teach help.
Will go anywhere. Apply Box U-7, Leather
and Shoes, 10 High St., Boston 10, Mass.

Sales Or Administration

WIDE EXPERIENCE over 20 years, sales,
merchandising, production, all types calf and
side upper leathers and splits. Capable devel-
oping new lines and new fields. Experienced
tannery management. Address Box W-4, c/o
Leather and Shoes, 10 High St., Boston 10,
Mass.

Splitter - Supervisor

EXPERIENCED—Thorough knowledge
splitting and maintenance of splitting
machines.

Please state fully what you have to
offer. Replies confidential.
Principals only. NO Shoppers.

Address K-7,
c/o Leather and Shoes,
300 W. Adams St.,
Chicago 6, Ill.

LEATHER SPECIALTIES

PROCESS DEVELOPMENT

PURE-TAN

(QUEBRACHO CRYSTALS)

GEORGE H.

GRISWOLD

14 Franklin St.

Salem, Mass.

*When
Looking
For
Experienced
Help
Use
LEATHER
AND
SHOES
Want Ads*

*They bring quick
results*

Coming Events

Oct. 2-6, 1954—Boston Advance Spring Shoe Market Week. Sponsored by New England Shoe and Leather Association. Hotels Statler and Touraine and member showrooms.

Oct. 24-27, 1954—National Shoe Fair. Sponsored by National Shoe Manufacturers and National Shoe Retailers Associations, Palmer House and other Chicago hotels.

Oct. 26-27, 1954—Fall Meeting, National Hide Association. Edgewater Beach Hotel, Chicago, Ill.

Oct. 28-30, 1954—Annual Fall Meeting of Tanners' Council of America. Edgewater Beach Hotel, Chicago.

Oct. 31-Nov. 3, 1954—Michigan Annual Shoe Fair. Sponsored jointly by Michigan Shoe Retailers Association and Michigan Shoe Travelers Club. Hotels Statler and Sheraton-Cadillac, Detroit.

Nov. 14-17, 1954—Semi-annual Parker House Shoe Show. Sponsored jointly by Parker House, Boston, and Boston Shoe Travelers Association.

Nov. 28-Dec. 2, 1954—Popular Price Shoe Show of America, Inc., for Spring and Summer 1955. Sponsored jointly by New England Shoe and Leather Association and National Association of Shoe Chain Stores. Hotels New Yorker and McAlpin, New York City.

Jan. 16-19, 1955.—41st Annual Middle Atlantic Shoe Show, sponsored by Middle Atlantic Shoe Retailers Association. The Benjamin Franklin, Philadelphia, Pa.

Feb. 19-22, 1955—Factory Management Conference. Sponsored by National Shoe Manufacturers Association. Netherland Plaza Hotel, Cincinnati, O.

Feb. 27-March 2, 1955—Allied Shoe Products and Style Exhibit for Fall and Winter 1955. Hotel Belmont Plaza, New York City.

March 1-2, 1955—Official showing of American Leathers for Fall and Winter 1955, sponsored by Tanners' Council of America, Waldorf-Astoria Hotel, New York City.

May 22-25, 1955—Annual Convention, American Leather Chemists Association, New Ocean House, Swampscott, Mass.

June 13-14, 1955—Annual Spring Meeting of National Hide Association, French Lick Springs, French Lick, Ind.

Aug. 28-31, 1955—Allied Shoe Products and Style Exhibit for Spring and Summer 1956. Hotel Belmont Plaza, New York City.

August 30-31, 1955—Official showing of American Leathers for Spring and Summer 1956, sponsored by Tanners' Council of America, Waldorf-Astoria Hotel, New York City.

Deaths

Charles E. Ross . . . 80, retired shoe executive, died at Westerly, R. I., Sept. 6 after a long illness. A former executive of United States Shoe Co. and Hamilton Brown Shoe Co. of St. Louis, Ross retired several years ago. His name became well known in medical circles more recently when he became the first patient to be treated for cancer by the rotation radiation method at the Massachusetts Institute of Technology. He suffered from a rare type of skin cancer. Surviving are two daughters, Mrs. Marion E. McClellan and Helen D. Ross.

Frank J. Strassner . . . 72, retired shoe wholesaler, died recently in Springfield, Pa. He had been vice president for many years of the former Monroe Bros. & Co., Inc. Surviving are his wife, Lillian H.; two sons, Frank J., Jr.; and William H.

Artemas B. Sheldon . . . 73, leather goods executive, died recently in Utica, N. Y., following a brief illness. He was a senior partner in Reid Sheldon Co. of Utica. Previously, he had been executive vice president of the National Luggage Dealers Association for 25 years. He leaves a daughter, Mrs. Claude R. Lewis; and two sons, Robert A. and Richard A.

John P. Barnes . . . 69, retired thread executive, died Sept. 1 in Brooklyn, N. Y., after a long illness. A veteran of the industrial thread business, he had retired several years ago as assistant treasurer of American Thread Co., New York, after 26 years with the firm. He leaves two brothers, Frank and Aloysius.

James S. McLean . . . 78, prominent Canadian packer, died Sept. 1 after suffering a heart attack while at his estate in suburban Toronto. He was founder and board chairman of Canada Packers, Ltd., the country's largest packing firm. He had headed the concern for the past 27 years and was one of Canada's wealthiest men. Active in a variety of interests, he was the leading present-day patron of Canadian art and contributed many endowments to Canadian universities. Surviving are his wife, Edith; two

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daughters and a son, William, who succeeded him three weeks ago as president of Canada Packers, Ltd.

(Other Deaths on Page 36)



CHARMOOZ

THE PERFECT SUEDE LEATHER

BLACK AND COLORS

AMALGAMATED LEATHER CO'S, INC.

WILMINGTON 99, DELAWARE

BALANCED PERFORMANCE



...and with NOPCOLENES that means surface lubrication with controlled penetration

IN mountain climbing, perfect balance and coordinated action, sure penetration of piton and axe in ice or rock, can mean the margin between a successful step upward or a perilous plunge downward.

In fatliquoring leather, as in mountain climbing, *balanced performance—effective dual action—is vital.* That's why the new, *double-action* Nopcolene* fatliquors are so important to your leather processing.

These specially developed products give excellent surface lubrication plus controlled penetration—a balanced performance that results in tight grain, good tensile strength and stitch tear, at the same time per-

mitting the tanner to achieve whatever degree of temper, softness, hand, break or stretch desired.

Nopcolene fatliquors are readily soluble. Since many of them are moisture-free, others containing not more than 6-7% moisture, you save on freight, handling and storage.

Unless you are already using Nopcolenes, try them for leather products that can mean greater profit and prestige for you. Send today for full details.

FREE! This book gives up-to-the-minute data about Nopco's Nopcolene* fatliquors and formulas for various leathers. Write for a copy.

*T. M. Reg. U. S. Pat. Off.



NOPCO

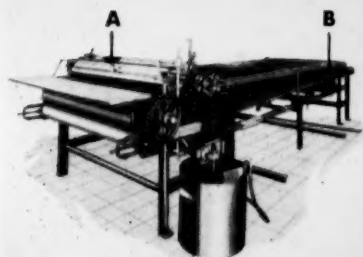
Chemical Company, Harrison, N. J.

Branches: Boston • Chicago • Cedartown, Ga. • Richmond, Calif.

JENKINS METLKOR®

BRUSHES

*prove they can take it**



BAKER-LAYTON LEATHER
FINISHING MACHINE

* Mr. H. W. Pierson, Secretary, Baker-Layton Machine Co., Wilmington, Delaware, says:

"We have used Jenkins' brushes in our finishing machine for many years and have found them to be most satisfactory.

"The finish brushes for applying finish and the wash brush for washing the bolster have both proved they 'can take it'. The bristles stay in until worn out.

"The construction of these brushes is such that there are no voids or pockets in the cores to hold color and cause trouble on the next lot."

In the leather industry, Jenkins' METLKOR Brushes have proven their worth far and above any other type in terms of quality, service and dependability, and have become the first choice of tanners and builders of quality machinery.

Jenkins' METLKOR Brushes do not shed, sag, split or get out of alignment. They are made to fit all standard and special tannery machinery.

Write today for the new catalog No. 20 of Jenkins' METLKOR Brushes for tanners.

JENKINS' METLKOR BRUSHES FOR TANNERS

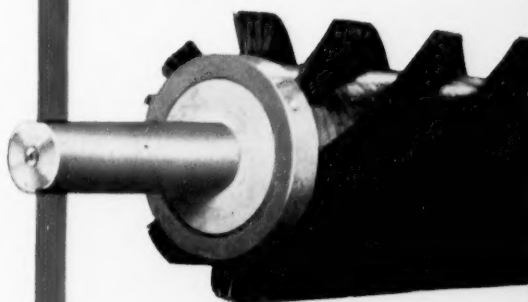
LIGHT DUSTING-OFF • BRISTLE DUSTING-OFF • NYLON DUSTING-OFF • FIBRE DUSTING-OFF • OILING OFF • SEASONING • BOLSTER WASHING • FEED • STRIPPING • CONVEYOR BRUSH • PLATE WASHER • SHAVING MACHINE BRUSH • RUBBER-COVERED ROLLS • LIFEWOOD PENETRATING.

LIFEWOOD®—chemically treated for a toxic effect on fungi; to seal wood pores; repel water; resist warping, cracking, shedding.

LIFEWOOD — for wood core brushes.



A JENKINS' METLKOR FEED OR
FINISH BRUSH — STANDARD
EQUIPMENT ON BAKER-LAYTON
LEATHER FINISHING MACHINE



B JENKINS' METLKOR BOLSTER
WASHER BRUSH — STANDARD
EQUIPMENT ON BAKER-LAYTON
LEATHER FINISHING MACHINE.
USUALLY DUPONT "TYNEX"
NYLON FILLED.

M. W. JENKINS' SONS, INC.

Over Three-Quarters' Century of Pioneering Brushes for Industry

Cedar Grove, Essex County, New Jersey

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